Trade and Industry

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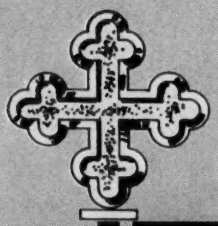
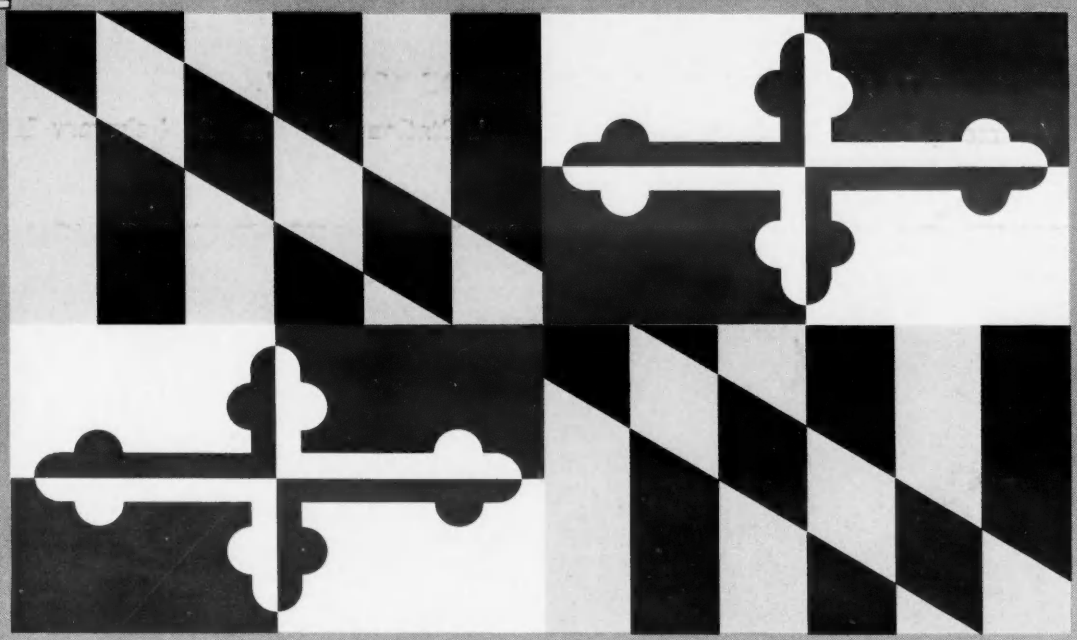


Any state with a flag like this must have a story to tell...



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Trade and Industry

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Front cover photograph

Finn Shoes Ltd., of Nuneaton, Warwickshire, manufacturers of moulded footwear, decided in 1964 to extend their production range to infants' shoes and chose Penzance in the South West Development Area as their new location. A factory of 14,000 sq. ft. was erected with the aid of a building grant and occupied in August 1965. The company required additional space at Penzance by 1967 and were allocated the 10,000 sq. ft. advance factory built by the English Industrial Estates Corporation for the Department of Trade and Industry. Present employment is 174 (68 men and 106 women) and it is hoped that this will eventually reach 250.

Finn Shoes export shoes extensively, to all the Scandinavian countries and to many of the African states.

LATE ANNOUNCEMENT

Three New Advance Factories for Clydebank

THE DEPARTMENT of Trade and Industry and the Scottish Office announced on February 19 that the government are to provide a further three advance factories totalling 100,000 sq. ft., in the West Central Scotland Special Development Area.

The three factories will be built at Clydebank. One will be 50,000 sq. ft. and the others 25,000 sq. ft. each.

These factories form part of a factory building programme undertaken by the Department of Trade Industry in the development and intermediate areas.

In the Special Development Areas new undertakings providing sufficient continuing employment being set up for the first time are eligible for a rent free period of up to five years in DTI factories, and operational grants at the rate of 30 per cent of eligible wage and salary costs for the first three years of operation.

In addition the Department can replace special development area advance factories as they are disposed of, providing that letting prospects are satisfactory.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	17 Feb. 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	20 Jan. 1971
Industry's investment intentions (3 times a year)	20 Jan. 1971
Catering trades turnover (M)	17 Feb. 1971
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisitions and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	17 Feb. 1971
N. Ireland (M)	17 Feb. 1971
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment and credit business (M)	10 Feb. 1971
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Production exports and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	10 Feb. 1971
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	27 Jan. 1971
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	17 Feb. 1971
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	10 Feb. 1971
Hairdressing trades turnover (M)	17 Feb. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	10 Feb. 1971
Industrial building (Q)	10 Feb. 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	20 Jan. 1971
N. Ireland index (M)	27 Jan. 1971
Wales index (Q)	17 Feb. 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1971
Laundries and dry cleaners turnover (M)	17 Feb. 1971
Machine tools deliveries and orders (Q)	This week
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	17 Feb. 1971
Volume of production (M)	17 Feb. 1971
Motor industry:	
Car and commercial vehicle production (M)	3 Feb. 1971
Motor trades turnover (M)	This week
Office development permits (Q)	30 Dec. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	27 Jan. 1971
Retail trades:	
Index nos. (M)	10 Feb. 1971
N. Ireland index (M)	20 Jan. 1971
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	10 Feb. 1971
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	20 Jan. 1971
Retail (M)	17 Feb. 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	27 Jan. 1971
Cotton production (M)	27 Jan. 1971
Hosiery production (M)	This week
Wholesale houses sales (M)	20 Jan. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	27 Jan. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	10 Feb. 1971
Wholesale prices:	
Average prices of selected commodities (A)	This week
Index nos. (M)	17 Feb. 1971

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to exporters	10 Feb. 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Half-yearly index – Oct.-Dec. 1970	17 Dec. 1971
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	This week

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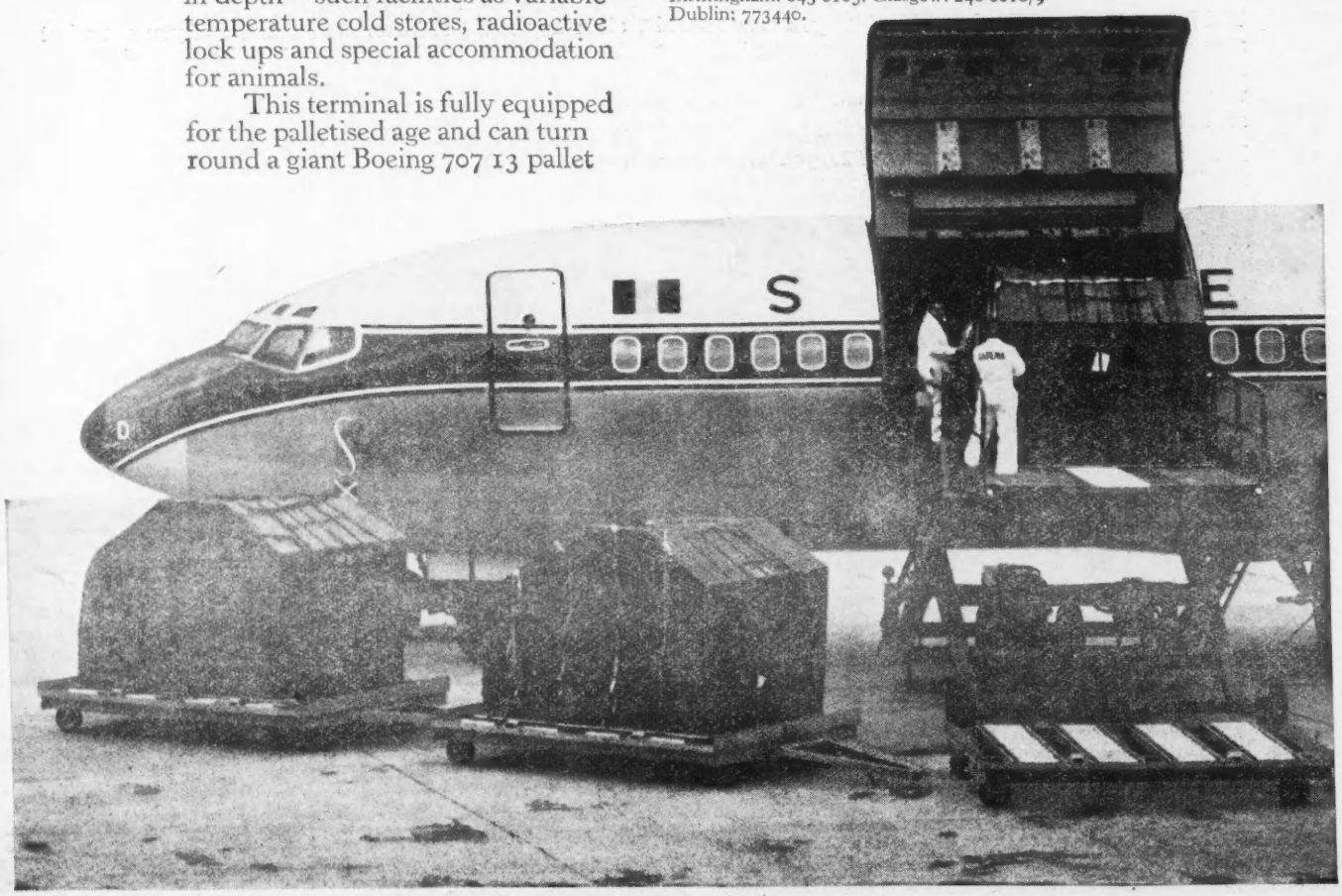


Singapore—a market with plenty of action for Britain to exploit

By G. F. Finlayson, Counsellor (Commercial), British High Commission, Singapore

'A society in a state of dynamic economic growth is necessarily forward-looking. . . . It places great value on certain human qualities – enterprise, innovation, imagination and daring. For economic growth in the final analysis is the external manifestation of the creative impulse of the human spirit.'

(Dr. Goh Keng Swee, then Minister for Finance, speaking to the Singapore Manufacturers' Association, 1970).

NO VISITOR to Singapore today has to look far for evidence of the solid economic growth and of the qualities referred to by Dr. Goh. For a small city state about the size of the Isle of Wight, with a population of just over two million and no natural resources apart from her harbour and the skill and energies of her population, a gross domestic product in 1969 of S$4,833 million (£1=S$7.35) and an annual increase of 9 per cent over the last decade, is no mean achievement. This represents a per capita income of about S$2,437 (£332), the highest in Asia outside Japan. Singapore's total foreign trade in 1969 amounted to about S$10,984 million (£1,494 million) excluding trade with Indonesia unofficially estimated to be worth £200 million – £270 million annually. Furthermore Singapore continues to maintain a key position as a communications and distribution centre in the heart of the markets of South East Asia.

These markets – Singapore, Malaysia, Thailand, Philippines and Indonesia – are estimated to have accounted in 1970 for about £185 million of British exports. They are markets with a great growth potential which Britain should be well placed to exploit.

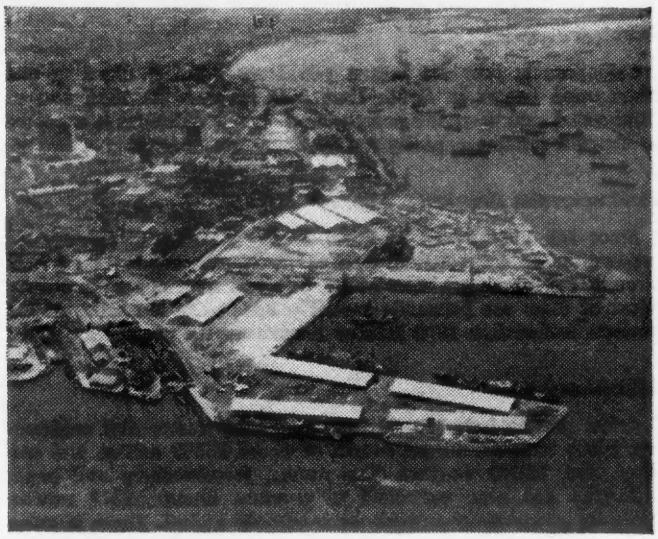
Britain's performance

In 1970 Britain succeeded in reversing the downward trend in her market share for the first time since 1966. According to the latest statistics Britain now has 7.1 per cent of the market as opposed to 6.7 per cent in 1969. While this is mildly encouraging, Britain had 10 per cent of the market in 1966; meanwhile Japan has increased her share from 11.3 per cent to 19 per cent and the United States from 5.1 per cent to 11.1 per cent. Britain's sales in Singapore have been showing modest increases in money terms but they have failed to take full advantage of the dramatic expansion of the Singapore import market in the last few years.

There are about 80 regional representatives of British firms based on Singapore. British banks and trading houses have been established in the city for generations. The infrastructure is there, but is Britain taking full advantage of it? This is primarily a matter on which British firms must exercise their own commercial judgment, but the opportunities are there. A brief account of the growth of the manufacturing sector in Singapore in recent years gives some idea of the scope.

Jurong

The Jurong Industrial Estate to the west of the city of Singapore, which only a few years ago was a swamp, now boasts 259 factories in production and a further 50 under construction, and employs over 30,000 workers. When completed in the 1980's it will cover 12,000 acres and employ about 70,000. The major industries at Jurong are ship-building and ship-repairing, chemicals, textiles, rubber-processing, assembly factories for a wide range of products from cars to electrical goods, steel-milling, detergents, plastics, pharmaceuticals, printing inks, wigs, building materials, food-processing and plywood.



An aerial view showing Singapore, the economic and financial hub of SE Asia. The port has one of the finest natural harbours in this region. The wharves totalling about three miles are fully mechanized to ensure the quickest turn round of vessels at all times. Picture shows the East Wharf of the Port of Singapore Authority wharves and the PSA Container Port under construction. The cross berth of 700 ft. in length was completed in October 1970, three months ahead of schedule. The first container berth will be ready by the end of this year and the second container berth together with the entire project will be completed in 1972. The project is being carried out by Taylor Woodrow in association with Dillingham Corporation.

Ship-building and ship-repairing

This industry now has a turnover of close on S$200 million per annum with an annual growth rate of about 30 per cent. By 1972 Singapore will be constructing 15,000 dwt. Freedom-class ships in a joint venture with the Japanese. The British-owned yard of Vosper Thornycroft Uniteers has 22 vessels in construction or on order. Commercialization of the former Royal Naval Dockyard at Sembawang under Swan Hunter's management is making encouraging progress. Bethlehem Steel Corporation is setting up a yard specializing in the design and construction of oil-rigs, boats, barges, storage units, dredges and fixed platform equipment. Investment over the first 12 months is expected to be in the region of S$6 million-S$8 million and the yard eventually plans to employ about 2,000 workers. The Japanese Ship Machinery Export Association, which represents about 80 per cent of Japanese Marine equipment manufacturers, is establishing in association with the Singapore Government's trading organization, INTRACO, a ship service centre to provide ready spares and after sales service.

Off-shore oil drilling

Singapore has developed into a major support and supply base for international oil companies engaged in off-shore drilling in the

(Continued on next page)

SINGAPORE, *continued*

area. About 100 new companies specializing in services and supply to the oil industry have been set up in Singapore in the last 18 months. It is estimated that additional business to the value of about S$350 million per annum is being generated in Singapore by the oil industry. If oil is found in commercially exploitable quantities it is expected that demand will readily develop for all manner of logistic facilities and, as the wells become productive, for pipelines.

Petroleum refining

Singapore is now the largest petroleum refining, blending and distribution centre in South East Asia. Within the next two or three years extension and construction of new refineries is expected to increase refining capacity to 26 million tons a year.

Electronics and electrical products

Since late 1968 about 30 firms, mostly American, have started production of components such as transistors, diodes, integrated circuits, capacitors, resistors and rotary and magnetic components. Most of these are primarily assembly operations but some of the projects initiated in 1970 involve manufacturing processes.

Miscellaneous

Other growth industries include metal fabrication and engineering which have an annual output of about S$260 million and employ over 10,000 workers. The timber, woodworking and paper industries are now estimated to produce about S$217 million annually and employ a work-force of over 11,000. There is much scope for upgrading in this industry. The food industry accounts for about S$450 million per annum and employs about 10,000.

The demand for industrial gases has risen sharply in recent years, largely because of the semi-conductor industry and ship-building and ship-repairing. Although there has been a slackening off in the semi-conductor business during the last year, ship-building and ship-repairing should keep up the demand. The Singapore Oxygen factory, a subsidiary of British Oxygen Company, is now the largest industrial gas producer in Asia outside Japan. Products are shipped to Ceylon, Indonesia and Thailand.

Communications

Singapore looks forward to overtaking Yokohama as the world's third busiest port. The Port of Singapore handles about 200 ships a day, and in 1969 3.7 million tons of cargo were handled. The region's first container port complex is being built by Taylor Woodrow in association with the Dillingham Corporation, at the East Lagoon at a cost of over US$25 million. Work is at present ahead of schedule and the project is due to be completed by 1972. A British shipping consortium plans to operate a full container service between Singapore and Europe by 1972. The Port of Singapore plans to computerize the operation of container traffic.

Development and expansion of Singapore International Airport at Paya Lebar is under way at an estimated cost of US$34.7 million, of which US$20.5 million has been loaned by the Asian Development Bank. The project involves a new passenger terminal, parking aprons, new airfreight terminal, hangar for 747 aircraft, fire-fighting and rescue services and improved communications and navigational aids.

Aerospace

First steps have been taken towards setting up an aerospace industry. Lockheed are setting up a base employing a work force of about 2,000 for aircraft overhaul and maintenance. Hawker de Havilland, in partnership with the Singapore Government have already started up a similar facility for servicing Singapore Armed Forces planes and light aircraft. The Grumman Aircraft Corporation are also interested in developing similar facilities in Singapore.

Public utilities

New reservoirs and other work to increase water supply are planned. S$600 million is to be spent in the next five years on electricity supply. The total generating capacity has already been increased by more than three times since 1963 to 600 megawatts. Last year the Reyrolle Parsons Group won a £4 million order for turbine generating plant for the Singapore Public Utilities Board.

Demand for engineering products

All this new development and manufacturing activity is reflected in the growing local demand for engineering products, of which Singapore imports in 1969 amounted to about S$1,000 million (£150 million). Britain supplied only 17.3 per cent of this. In machinery and transport equipment there was an overall increase of S$533 million between 1966 and 1969. Of this the United States accounted for S$202 million, Japan for S$123 million and Britain for only S$20 million. Equipment for which there is increasing demand includes lathes, presses, welding equipment, diesel engines, pumps, mechanical handling equipment, electrical power equipment, transformers, generators, etc., woodworking machinery, trucks, buses, office machinery, etc.

British manufacturers should have a larger share of this expanding import market, but this will require a more aggressive selling effort. Competition in price and credit terms is keen. In cases where high freight costs or production limitations inhibit the successful marketing of the United Kingdom-manufactured product, industrialists can consider the possibility of local manufacture, either by a subsidiary company or under licence. Singapore is ideally situated and a key-point in the Western Pacific market ranging from Australia to Japan. There is much good-will towards the United Kingdom but this does not compensate for long delivery dates or poor after-sales and servicing arrangements. Singapore industrialists are always in a hurry to start in on their new projects. Ready availability of the product is a powerful selling factor – a point fully appreciated by several large American companies who maintain large stock-holding facilities in Singapore.

British investment

In terms of investment Britain has played and continues to play a leading part in Singapore. In early years British investment in manufacturing was undertaken primarily to supply local or neighbouring markets and Britain developed a substantial interest in over 40 manufacturing enterprises. But the Singapore Government have recently switched the emphasis from labour-intensive and import substitution industries towards industries requiring higher technologies and designed to supply world markets. With the unemployment problem now well on the way to solution, the aim now is to ensure the most effective use of Singapore's available resources in manpower and skills in industries requiring more highly specialized techniques and bringing in higher earnings from exports to world markets. Two major British investment projects announced in 1970 are particularly well suited to meet the new criteria. Plessey are setting an electronics complex at an estimated cost of S$70 million and Beechams are investing about S$24 million in a new plant to manufacture semi-synthetic penicillin.

In 1970 Unilever opened a plant for the production of margarine and scouring powders, and A. Wander and Company started a plant for the manufacture of Ovaltine. Cerebos will shortly be officially opening their factory in Singapore, and ICI a new paint factory. A major British investment in property development is the S$70 million Ocean Building project on Collyer Quay which is being undertaken by Mansfield and Company, a subsidiary of the Liverpool-based Ocean Steamship Co. Ltd. and the Capital and Counties Property Co. Ltd. of London. The Commonwealth Development Corporation also have an interest. Another British

Artist's impression of the new British-financed Ocean Building which will tower over Singapore's waterfront.

building project is the Orchard Square development, the first phase of which is estimated to cost S$50 million (£6.8 million). English and Continental Property, Town and Commercial Property and the Crown Agents are the developers.

There is plenty of action in Singapore and plenty more to come. British industry can have a much larger piece of the action if it so wishes. The qualities of imagination, initiative and daring referred to by Dr. Goh Keng Swee will be warmly welcomed in Singapore today and the Singapore Government's recently announced investment guarantee scheme, designed to afford British investors in Singapore cover against political risks, is a proof of this.

British Industrial Exhibition

The British Industrial Exhibition which is to be held in Singapore from October 18-29, 1971 will provide the occasion for British industry to demonstrate its capacity to seize the opportunities and to meet the challenge of the Singapore market. The opportunities derive from the growth and diversification of Singapore's industry together with the key role which Singapore continues to play as a distribution centre in the heart of the markets of South East Asia. The challenge arises from the fiercely competitive character of this market: during 1970 Japan displaced West Malaysia as Singapore's principal supplier; the United States was well ahead of Britain in third place; Australia dramatically increased her share of the market by about 40 per cent; and West Germany continued her penetration with an increase of more than 20 per cent over the previous year. The opportunities for British industry are real, the challenge is formidable but the potential rewards are great. The British Industrial Exhibition will provide a valuable means of giving further impetus to the efforts of British industry not merely to sustain but to improve its share of Singapore's dynamic market.

(Statistics quoted are taken from Singapore official sources.)

Singapore investment guarantee scheme

THE GOVERNMENT of Singapore desires to encourage United Kingdom industrial investment in Singapore, and is prepared in respect of approved investments to make provision for compensation against certain non-commercial risks. This is the first occasion on which a host Government has taken this step, and the Crown Agents in consultation with the Confederation of British Industry have drawn up a scheme.

The Crown Agents now announce that they and the Government of Singapore have executed a trust deed, under which the Crown Agents have agreed to act as trustees in respect of funds set aside for the purposes of the scheme.

Copies of the trust deed (which include various pro forma letters and copies of an exchange of letters between the Government of Singapore and the British High Commissioner), and of an explanatory memorandum, will shortly be available on application and payment of £1 per copy to: The Permanent Secretary (Economic Development), Ministry of Finance, Fullerton Building, 5th Floor, Singapore, 1.

Or The Director, Singapore Investment Centre, 15 Lower Grosvenor Place, London, S.W.1.

Or The Crown Agents, Finance Directorate, 4 Abbey Orchard Street, London, S.W.1.

New chairman of BNEC Asia

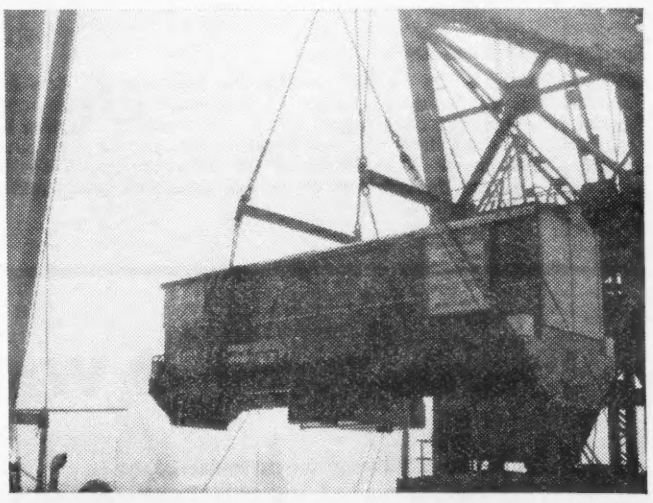
Mr. Edmund de Rothschild

MR. EDMUND DE ROTHSCHILD has accepted the invitation of Mr. Michael Noble, the Minister for Trade, to succeed Mr. Michael Montague as chairman of the Asia Committee of the British National Export Council with effect from April 1, 1971.

A merchant banker, Mr. de Rothschild is chairman of N. M. Rothschild and Sons Ltd. Mr. de Rothschild became a partner of N. M. Rothschild and Sons in 1946, senior partner in 1966 and chairman of N. M. Rothschild and Sons Ltd. in 1970. Mr. Rothschild joined the Asia Committee during December last year and has paid many visits to Asia. He is chairman of Tokyo Capital Holdings NV, an offshore fund investing in Japanese securities.

Mr. Montague, who is chairman of the Valor Company, first joined the committee in 1965 and has been its chairman since 1966. During his period as chairman Britain's exports to Asia have grown from £448 million a year to £616 million. Two of the major promotions the committee have sponsored and actively engaged in have been the British Week in Tokyo during 1969 and a similar exercise in Hong Kong during 1966.

ELECTRIC LOCOMOTIVES FOR PAKISTAN



The first of 26 locomotives ordered from English Electric-AEI Traction Ltd. early in 1970 loaded on mv 'Rupsa' at Lewis's Quay, Birkenhead on February 16 bound for Chittagong. Required for shunting and transfer duties in that area, these 550 hp metre gauge Bo-Bo diesel-electric units were designed by English Electric-AEI in association with Metro-Cammell Ltd. of Birmingham where the locomotives are erected.

Government announce new special development areas

THE CREATION of new special development areas and certain limited extensions to the intermediate areas were announced by the Government on February 18. These changes in the coverage of assisted areas, together with an increase in operational grants were outlined by the Chancellor of the Exchequer, Mr. Anthony Barber, during a debate on the industrial situation.

Special development areas

As from February 18, Special Development Area status will be given to the Tyneside/Wearside area, to West Central Scotland, as the Secretary of State for Scotland indicated to the House on February 3. The coverage of the Special Development Areas in South Wales will also be extended. As a result the proportion of the insured population of Great Britain in Special Development Areas will rise from 1.8 per cent to 8.5 per cent.

In his speech the Chancellor, referring to the Government's review of regional policy, said:

'To a considerable extent, the problem of unemployment is a problem of balance between the regions. It is common ground between the Rt. hon Gentleman and myself that if by means of regional policy, we could reduce unemployment in those areas where it is particularly high, we could then bring about a much better use ow resources and sustain a higher pressure of demand throughout the economy as a whole. This is accepted by both sides of the House.

'Since we came to office we have been making a further and thorough-going study of regional policy. The first results of our thinking were contained in the White Paper on Investment Incentives which we published in October. I said in October that further studies were taking place. Certain aspects of these studies have been completed and I can now give the House our conclusions.

'The Government have carefully reviewed the coverage of the intermediate areas, the development areas and the special development areas. The one outstanding conclusion to be drawn from the review is the failure of policy in recent years to deal with the problems of the older industrial centres in the development areas, industrial centres which, with the impact of structural change, have been experiencing – for two or three years now – unacceptably high levels of unemployment.

Special Development Areas

'On February 3, my rt. hon. Friend the Secretary of State for Scotland told the House that West Central Scotland was to have Special Development Area status. That status will be effective as from today. In addition, the Government have decided to give Special Development Area status to the Tyneside and Weirside area, and to extend the coverage of the Special Development Areas in South Wales.

'For the convenience of hon. Members, I have arranged for a list of the Employment Exchange Areas affected to be placed in the Library.

'These changes will give Special Development Area status to an additional 71 Employment Exchange Areas, and the consequence will be that the proportion of the insured population of Great Britain in Special Development Areas will rise from the previous figure of 1.8 per cent to 8.5 per cent.

'In the new and enlarged Special Development Areas there is a great need to attract new projects to provide employment. On October 28, the Minister for Industry announced that the operational grant which, under the Local Employment Acts, is available is Special Development Areas for new incoming projects, would in future be calculated on the basis of 20 per cent of eligible wage and salary costs in the first three years of operation. In view of the need to increase still further the attractiveness of these areas to new industry, the Government have now decided that the rate shall be increased to 30 per cent on the same conditions as before.'

New intermediate areas

'Apart from these changes affecting parts of the development areas, I should also mention that the Government are designating seven Employment Exchange areas as intermediate areas. The reason for this is that because they have been excluded from assisted status, they have experienced increasing economic difficulties. They are Edinburgh, Portobello, Bridlington, Filey, Oswestry, Okehampton and Tavistock. My Rt. hon Friend, the Secretary of State for Trade and Industry will lay an Order before the House as soon as possible.

Future of assisted areas

'While the Government will seek to avoid frequent changes and the risk of uncertainty which this would cause both to industry and to the assisted areas, it is important that the coverage of the assisted areas should be kept under review to ensure that changing circumstances are reflected in the coverage.

Infrastructure

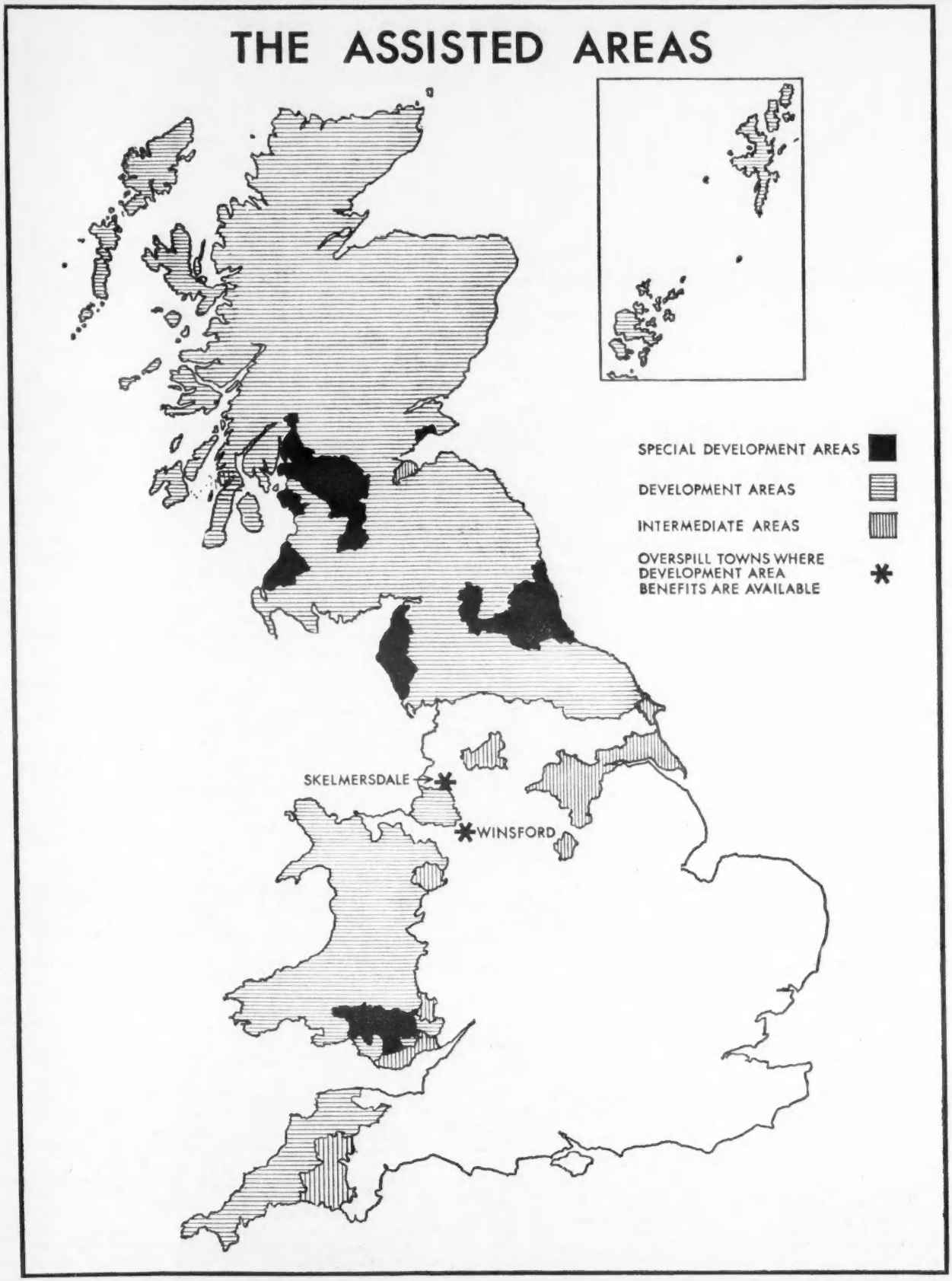
'Another important aspect of regional policy is expenditure on infrastructure and the environment. In this field the development and intermediate areas already account for a considerable part of the total programmes, and we shall ensure that there will be a continuing reflection of regional development needs within the various public expenditure programmes – especially in relation to the road programme and general environmental improvement.'

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2.07½)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO


THE ASSISTED AREAS
SPECIAL DEVELOPMENT AREAS
DEVELOPMENT AREAS
INTERMEDIATE AREAS
OVERSPILL TOWNS WHERE DEVELOPMENT AREA BENEFITS ARE AVAILABLE
SKELMERSDALE
WINSFORD

SPECIAL DEVELOPMENT AREAS, *continued*

I Additional special development area coverage

SCOTLAND

CUMBERNAULD

DUMBARTON GROUP
- Dumbarton
- Alexandria
- Helensburgh

GLASGOW GROUP
- Glasgow (South Side)
- Barrhead
- Bridgeton
- Cambuslang
- Clydebank
- Govan
- Hillington
- Kinning Park
- Kirkintilloch
- Maryhill
- Parkhead
- Partick
- Rutherglen
- Springburn

GREENOCK/PORT GLASGOW
- Greenock
- Port Glasgow

IRVINE GROUP (excluding Isle of Arran)
- Irvine
- Dalry
- Kilwinning
- Saltcoats

KILSYTH

NORTH LANARKSHIRE
- Motherwell
- Airdrie
- Bellshill
- Blantyre
- Carluke
- Coatbridge
- East Kilbride
- Hamilton
- Larkhall
- Uddingston
- Wishaw

PAISLEY GROUP
- Paisley
- Johnstone
- Renfrew

NORTHERN REGION

TYNESIDE GROUP
- Blaydon
- East Boldon
- Elswick
- Felling
- Gateshead
- Jarrow and Hebburn
- Newburn
- Newcastle-on-Tyne
- North Shields
- Prudhoe
- South Shields
- Walker
- Wallsend
- West Moor
- Whitley Bay

WEARSIDE GROUP

SUNDERLAND
- Pallion
- Seaham
- Southwick
- Washington

PETERLEE
- Peterlee
- Wingate

HARTLEPOOL GROUP
- Hartlepool
- Hartlepool Headland

WALES

ABERDARE GROUP
- Aberdare
- Mountain Ash

MERTHYR TYDFIL GROUP
- Merthyr Tydfil
- Dowlais
- Treharris

PONTYPRIDD GROUP (part of Group)
- Pontypridd
- Pontyclun
- Tonyrefail

II Additional intermediate area coverage

SCOTLAND

EDINBURGH GROUP (part of Group)
- Edinburgh
- Portobello

YORKSHIRE AND HUMBERSIDE REGION

- Bridlington
- Filey

WEST MIDLANDS REGION

- Oswestry

SOUTH WESTERN REGION

- Okehampton
- Tavistock

The Order necessary to give effect to the changes in Intermediate Area coverage will be laid by the Secretary of State for Trade and Industry as soon as possible.

REGIONAL OFFICES

Full details can be obtained from Industrial Expansion, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 3333), or from any of the Department's Regional Offices.

London and South Eastern Region
Cromwell House, Dean Stanley Street, Millbank, LONDON, S.W.1 (Tel. 01-828 4355; Telex: 25991 BOTCROMWELL Ldn.).

Eastern Region
Cromwell House, Dean Stanley Street, Millbank, LONDON, S.W.1 (Tel. 01-828 6271; Telex: 25991 BOTCROMWELL Ldn.).

South Western Region
The Pithay, Bristol, BS1 2PB (Tel. 0272 21071; Telex: 44214 BOT Bristol).

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YQ (Tel. 0222 62131; Telex: 49267 BOT Cardiff).
District Office for North Wales: Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire (Tel. 0492 44261).

West Midlands Region
Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8191; Telex: 33131 BOT Bham).

East Midlands Region
Cranbrook House, 47 Cranbrook Street, Nottingham, NG1 1ES (Tel. 0602 46121; Telex: 37143 ECONAFF Nottm).

Yorkshire and Humberside Region
City House, New Station Street, Leeds LS1 4JN (Tel. 0532 38232; Telex: 55472 ECONPLAN Lds.).

North Western Region
Sunley Building, Piccadilly Plaza, Manchester M1 4BA (Tel. 061-832 9111; Telex: 66104 BOT Mchr.).

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne NE1 4TR (Tel. 0632 27575, Ext. 389; Telex: 53178 BOT Ntyne.).
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland (Tel. Cockermouth 3498/9).

Scotland
314 St. Vincent Street, Glasgow C3 (Tel. 041-248 2855; Telex: 77583 BOT Glasgow).
District Office for the Highlands and Islands and North-East Scotland: 29a High Street, Inverness (Tel. 0463 30867/8/9).

'A framework for dynamic progress'

—Mr. John Davies

THE GOVERNMENT is creating a framework in which dynamic industrial progress can once more be resumed, Mr. John Davies, the Secretary of State for Trade and Industry, told the Teesside and District Chamber of Commerce on February 19.

'It would be unrealistic and escapist not to have acknowledged that we are passing through a rather sombre period in the search for economic prosperity', he said. 'But with sane and creative policies, aimed at sustained prosperity, I am convinced we will come through, into a period of advancement and improvement'

'And we expect to do this by encouraging efficient and profitable companies, by letting them keep more of their profits, giving tax allowances to encourage investment by profitable concerns thereby devolving prosperity on a long-term and sustainable basis. There is unquestionable evidence that it is profitable concerns that do maintain a high level of investment and do both modernise and expand their productive capacity.

'Industrialists need two conditions to obtain before venturing into new dimensions of investment – first an expectation of buoyant markets and second the prospect of reasonable profits.

'The last few years have accustomed them to the depressing evidence of markets vigorously deflated to achieve a turn round in the balance of payments and equally of steadily deteriorating profit margins in real terms.

'To this generally unfavourable climate,' he continued, 'has been added since late 1969 a momentum of wage inflation that simply intensifies an already troublesome situation. This so accentuates the trend towards poor profitability as still further to disincline the industrialist to venture into new capital commitments.

'It is for this reason that the Government regards the containment of wage inflation as being the first priority in economic policy. It is for this reason that we will use all our influence against the runaway level of pay claims be they put forward by electrical workers, postmen or within the field of private industry itself.

'Make no mistake, this is the Achilles heel of the economy today and until it is remedied, no amount of exhortation or inducement is going to unleash the full and necessary vigour of industrial investment upon which our whole future prosperity depends'.

'Only then will the general policies of the Government begin to make their impact. Only then through reducing taxes, encouraging profitable investment, eliminating discrimination between industries and achieving real regional growth can we foster true competition, penalizing those who deliberately seek to circumvent it, but rewarding those who seize their opportunities and competitively exploit them. We must reject the concept of onerously taxing the successful to subsidize the lame ducks be they private or public ones.

'The twin questions of general economic advance and the redressment of regional imbalance are clearly and closely linked. Whatever the differentials the likelihood of fostering a strong upward movement in investment in any particular area against a background of general disinclination to invest is very remote.

'At times of low industrial optimism the amount of industrial implantation which is looking either to new ventures or to new dimensions in existing ones is small.

'Our predecessors held the firm belief that the critical question revolved around procuring investment as an end in itself. The fact that it might be unprofitable or uneconomically located seem to them of substantially less importance than the fact that it should exist.

'The shortcomings of these arrangements which placed a heavier and heavier burden of cost upon public expenditure seems clearly to have been twofold. First, that the extent of industrial investment actually resulting from these arrangements was as far as can be seen out of proportion to cost of them. Second, that such investment did no appear to have the self-nurturing nature able to survive in the face of adverse economic conditions nationally.

'All the evidence coming in to my department seems more and more clearly to underline that such adverse conditions take their first toll in investment terms on inadequately profitable concerns and particularly ones in those areas of the country where by common consent some form of added incentive is required.'

Investment incentives for industry in Northern Ireland

THE FOLLOWING STATEMENT on investment incentives for industry in Northern Ireland was made by Mr. Roy Bradford, Minister of Commerce, in the House of Commons, Stormont on Tuesday, February 16.

'The Investment Grants Scheme which was extended on a temporary basis until yesterday will now cease apart from the transitional arrangements already announced. Subject to appropriate legislation, there will be a new scheme of capital grants to industry thereby restoring a situation similar to that which existed before the introduction of the Investment Grants Scheme in the United Kingdom in January 1966. This will be coupled with a revised system of tax allowances which has been agreed with the United Kingdom Government.

'It is intended that this scheme will take effect from today and will provide a grant at the rate of 20 per cent on expenditure on new plant and machinery and at the rate of 35 per cent on expenditure on new buildings. Expenditure, net of grant, will enjoy the increased tax allowances which now apply in development areas in Great Britain and which include free depreciation for new industrial plant and machinery.

'Where industrial projects offer worthwhile new employment, alternative and more favourable terms will be available under the Industries Development Act. The range of grants for expenditure on new plant and machinery will be from 20 per cent to 40 per cent and for new buildings from 35 per cent to 55 per cent, with the maximum rates of grant reserved for projects offering worthwhile employment in areas of high unemployment. The other forms of assistance for employment providing projects, including loans and miscellaneous grants towards initial establishment costs, will continue

'These proposals are designed to ensure that Northern Ireland will continue to offer more generous schemes of assistance both to existing and new industry than are obtainable anywhere else in the United Kingdom. A statement giving fuller details of the new schemes of assistance is being issued today.'

Appointment of Chief Scientist

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Dr. Ieuan Maddock to the new post of Chief Scientist in the Department.

Dr. Maddock, formerly Controller of Industrial Technology in DTI, will be responsible for the general strategy and co-ordination of the Department's research activities. These include: the DTI industrial research establishments, non-nuclear work at UKAEA establishments, extra-mural research activities, grants to industrial research associations, and private research institutes.

Dr. Maddock will also retain his present responsibilities for the Department's sponsorship of the steel, electronics and computer industries.

Chief Inspector of Nuclear Installations

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Mr. E. C. Williams, to be Chief Inspector of Nuclear Installations.

This post has been up-graded partly because, with the growth of the nuclear power industry, the activities of the Nuclear Inspectorate have been increased, and partly because, under the Atomic Energy Authority Bill at present before Parliament, the range of the Inspectorate's responsibilities will be widened. (The Inspectorate was established under the Nuclear Installations (Licensing and Insurance) Act, 1959.)

Mr. T. Griffiths, Chief Inspector since 1964, will become Mr. Williams' deputy.

Mr. Williams will also retain his present responsibilities for scientific and technological matters in the energy and iron and steel industries under the new title 'Chief Scientific Adviser (Energy)', formerly Chief Scientist (Energy).

Review of arrangements for exploiting inventions

MR. JOHN DAVIES, Secretary of State for Trade and Industry, announced in the House of Commons on February 17 that he has appointed Mr. Patrick Docksey, formerly general manager of the Research and Technical Development Department of British Petroleum Ltd., to advise on the exploitation of inventions resulting from public research and on the support by the National Research Development Corporation for the development and exploitation of inventions from other sources. It is hoped that the review will be completed well before the end of the year.

'Teheran agreement a tribute to good sense' Mr. Davies tells Institute of Petroleum

'BOTH PARTIES have eased back from the abyss of disagreement,' said Mr. John Davies, Secretary of State for Trade and Industry, on February 17, in reference to the recent agreement between the oil companies and the Middle East producing countries. Addressing the Institute of Petroleum in London he said: 'It speaks well for the good sense of both sides in the difficult negotiations in Teheran, that an agreement has been hammered out without recourse to unilateral legislative action.

'There is understandably a feeling of great relief that the tensions which built up have not culminated in outright rupture.

'The producing countries in the Gulf have accepted, through the five year agreement, that uncertainty about the course of future prices and fears of frequent, substantial and arbitary increases constitute a deterrent and not a stimulus to oil consumption.

'On the companies' side there has been a recognition that some increase in the producing countries' revenue per barrel arising from current trends in the market would need to be accepted.

'A feature of the agreement which I think should be particularly noted is that it contains assurances to establish security of supply and stability in financial arrangements.'

Selling prices

'The relief we felt should not obscure the fact that there are still uncertainties and that the agreement reached implies consequences for the consumer countries of a very different kind.

'The agreement already reached, means an extra cost of getting on to £1 per ton, on average, for Gulf crude. Any consequential increases elsewhere involves inevitably some adjustments to selling prices, the amount depending on the view which the companies take of their competitive prospects and the effect of their actions on the economy at large.

'The impact on the current account balance of payments is unwelcome. External account is in a healthy state and no doubt some of the oil producers extra proceeds will be banked in London. But I need hardly repeat the importance of a good rate of current surplus in the awareness of the heavy debt we still owe abroad which arose during past currency crises.

'The Teheran agreement is an example of the kind of sudden large rise in import costs that we have to be able to accommodate. Looking forward, if our negotiations are successful, the external account will have to absorb also the costs of entry to the Common Market. All this drives home the ever-present need to get to grips with inflationary tendencies – particularly in wage settlements – that undermine our export competitiveness and endanger our external account.'

Security of supply

Turning to the position of the United Kingdom, Mr. Davies said, 'We cannot do without oil in the short-term. Indeed we must accept that we shall become increasingly dependent on it for the foreseeable future. What we must do is to pay even more attention to security of supplies and to the development of the resources we have good reason to believe are lying under the United Kingdom continental shelf.

'The importance which we have attached to keeping sufficient stocks in this country to meet an emergency of this sort has now been justified.

'Part of the United Kingdom situation is obviously closely related to the spectacular development we have seen in the North Sea. The story on gas made the headlines for years and now oil, which is potentially more important, is beginning to share the limelight. The events of the past six weeks make the search for oil on the continental shelf of even greater interest, and I expect to make an announcement shortly about the fourth round of licensing.

'My experts believe that the oil fields which have already been discovered in the North Sea – in the Dutch, Norwegian and British sectors – can confidently be expected to yield at least one million barrels per day or something like 50 million tons of oil a year.

'This is only the beginning and while it may be true that this represents no more than the annual increment in Europe's requirement it should be remembered that it does not take much of a shift in the demand/supply relationship to bring about a fundamental change in the competitive position.'

NBPI report on motor repair and servicing industry

STEEP RISES in repair and service charges to the motorist in the last four years, due mainly to large increases in labour costs not offset by any marked improvement in productivity, only a low return on capital and modest profit on business as a whole are among the findings of the NBPI Report on the motor repair and servicing industry published on February 16, 1971, 'Report No. 163: Costs and Charges in the Motor Repair and Servicing Industry' HMSO Cmnd. 4590 price 35p).

The Board was asked to examine this subject by the Government on June 11, 1970. It is the Board's second report on the industry – the first was in August 1967 (Cmnd. 3368).

There are some 23,000 motor repair and servicing firms, many of them also supplying petrol and oil and selling cars and accessories. But turnover on repairs and servicing alone amounts to about £600 million a year. Between 400,000 and 420,000 are employed in this industry.

Progress report

The Board found that, since its 1967 report, various changes have taken place which should in time make a useful contribution to improving efficiency even if effects have not yet been great. These changes are: (1) greater use of specialized equipment; (2) a greater effort in training; (3) more encouragement to garages franchized by car manufacturers to invest in equipment or in improvements in the layout of their workshops; (4) more economic handling of spare parts; and (5) a valuable contribution to raising efficiency and containing costs by the insurance companies. All this is encouraging though much has yet to be done.

The state of apprenticeship training requires particular attention from the Road Transport Industry Training Board according to the report. There has also been a fairly rapid increase in the use of incentive payment systems in workshops which in the absence of proper supervision or controls, may hinder attempts to increase efficiency and reduce costs as well as lowering the quality of service given to the motorist.

On the question of incentive schemes the Board suggests that the industry's "Little Neddy" (Economic Development Committee) should study what wage payment systems are suitable for use in garages. The report stresses the importance of rigorous quality control checks on work undertaken.

The report suggests that the motor manufacturer should give greater priority to improving the durability and reliability of cars. This will be the more important if the costs of repairs and servicing continue to mount.

National scheme needed

Various organizations have taken useful measures to promote greater efficiency and higher standards following the Board's last report. However, an important gap will remain until there is in operation a large-scale national scheme for awarding approval to garages providing motorists with a satisfactory guarantee of quality and value. The scheme must be on a voluntary basis, says the Board. The industry's Economic Development Committee has recently brought together representatives of the various interested organizations to discuss what can be done. The Board hopes that the preliminary work now put in hand will lead rapidly to a decision to set up a national scheme.

Essential that garage industry gives good service, says Secretary of State

FOLLOWING PUBLICATION on February 16 of the report by the National Board for Prices and Incomes on costs and charges in the motor repairing and servicing industry Mr. John Davies, Secretary of State for Trade and Industry, said:

'The report published this afternoon by the National Board for Prices and Incomes on costs and charges in the garage trade is a useful survey of the action which has been taken by the various trade and consumer interests to follow-up the recommendations made in the NBPI 1967 report.

'I have noted the recommendations of the NBPI that a national scheme should be instituted for awarding approval to garages and providing motorists with a satisfactory guarantee of quality and value. I welcome the view of the NBPI that such a scheme should be sponsored by voluntary organizations whose purpose is to protect the interests of motorists and that the cost of it should not fall on taxpayers as a whole.

'The Economic Development Committee for Vehicle Distribution and Repair has already undertaken the task of bringing together representatives of the industry and consumer organizations to examine the problem of improving standards of service and safeguarding customers' interests, and to make proposals. I look forward to seeing the results of their work.

'The garage industry is a large and important one, and it has a direct impact on our daily lives. It is essential that it should give good service and be efficient.'

Computer-aided design at the NCC civil engineering seminar

DEMONSTRATIONS BY the Computer Aided Design Centre, Cambridge, were due to be a feature of a three-day seminar on 'Computers in Civil Engineering' to be held by the National Computing Centre at the Bloomsbury Centre Hotel, Corman Street, Russell Square, London, WC1. The seminar opening on Tuesday, February 23, was being undertaken by Mr. Paul Channon, Parliamentary Under-Secretary of State, Department of the Environment.

Export of calves

LICENCES FOR the export of calves have been restricted since September 1, 1970 in order to ensure that the level of exports does not endanger the Government's programme for the expansion of supplies of home-produced beef.

The current period for the issue of licences ends on February 28. Applications for licences to export calves in the period March 1 to July 31 this year should be submitted to the Department of Trade and Industry, Export Licensing Branch, 54 Broadway, London, S.W.1. The arrangements that will apply after July 31 will be announced in due course.

Machine Tool Expert Committee Report

A REPORT – 'The Machine Tool Industry' – published on February 15, presents the findings of the Machine Tool Expert Committee, and makes a number of recommendations directed both to the machine tool manufacturing and the user branches of industry. Aspects covered by the report include capital investment in industry generally, the expansion of machine tool production, public support of research and development programmes and participation in these by industry, and communications between Government and the industry.

The report examines the relationship between the machine tool industry and other closely related industries such as that part of the electronics industry which is concerned with numerical control. It refers to the performance of the industry since the war and stresses the special contribution which a healthy machine tool industry can make to the productivity of the whole of British manufacturing industry. The report also emphasizes the need for close collaboration between the machine tool industry and the users of its equipment.

Comments are made about the importance of competent and enterprising management – particularly if structural changes, expansion of capacity or technical excellence are to have any real value. Of particular relevance is the reported need for more effort on marketing activities.

The Committee consider that there is further scope for product rationalization and believes that the output of the machine tool industry must be substantially increased in the next few years. One major problem is the low level of capital investment in the British engineering industry and another problem concerns the likely shortage of skilled labour.

In the field of communication between Government and the machine tool industry, the suggestion is made that a single industry/Department of Trade and Industry joint committee might replace a number of current committees on machine tools.

Note:

The independent Machine Tool Expert Committee was set up by the Minister of Technology in May 1969 with the following terms of reference:

> 'To consider whether further measures are necessary to promote the efficiency, competitiveness and profitability of the machine tool industry; to advise on its future development; to examine the adequacy of existing arrangements for research and development and their co-ordination in the context of machine tools and their associated control systems; and to make recommendations. The inquiry should also advise on the adequacy or otherwise for these purposes of the present arrangements for Government/Industry interactions and of the finances available for the machine tool industry from its own resources or other existing sources of finance.'

The chairman, Sir Richard Way, was, on his appointment, chairman of both Lansing Bagnall Ltd. and of the Machine Tool Economic Development Committee. He relinquished these posts upon his appointment early in 1970 to be chairman of London Transport Executive. The other members of the Committee (see below) were appointed on a personal basis and include experts from the machine tool and user industries, a leading trade union official and an expert economist.

Written evidence submitted to the Committee was supplemented by extensive talks with British machine tool manufacturers, merchants, users, research and development personnel, the City and the technical press. Close liaison was maintained with the Machine Tools Economic Development Committee. In addition, delegations from the Committee visited a number of overseas countries. The information derived from all these sources was discussed and evaluated by the Committee at 19 formal meetings.

Copies of the report can be obtained, price £1.20 from HMSO and normal HMSO outlets.

MEMBERSHIP OF THE MACHINE TOOL EXPERT COMMITTEE

Chairman

Sir Richard Way, chairman, London Transport Executive and formerly chairman of the Machine Tool Economic Development Committee, 1967-70.

Members

Mr. J. Conway, general secretary, Amalgamated Union of Engineers and Foundry Workers; Mr. R. Gabriel, president, Charles Churchill Ltd. and president of the Machine Tool Trades Association 1966-68; Mr. W. D. H. Gregson, assistant general manager, Ferranti (Edinburgh) Ltd.; Mr. P. Jefferson, production director, Hawker Siddeley Aviation Ltd.; Mr. A. E. Maver, director and general manager, Magnavox Ltd.; Mr. W. T. Neill, formerly managing director, Kearney and Trecker Ltd.; Mrs. M. R. Newlands, director and commercial development manager, Thomas De La Rue International Ltd.; Mr. G. Rose, director of planning, Austin Morris Division, British Leyland Motor Corporation; Dr. C. Timms, head of Machine Tool Branch, Department of Trade and Industry (formerly Ministry of Technology); Sir Richard Young, chairman, Alfred Herbert Ltd.

Secretary

Mr. J. E. Cammell, Department of Trade and Industry (formerly Ministry of Technology).

Sir John Eden speaks of need for qualified engineering manpower

ADDRESSING THE Institution of Electrical Engineers annual dinner at the Grosvenor House Hotel, London, on February 18, Sir John Eden, Minister for Industry, Department of Trade and Industry, said 'The economic importance in this country of the engineering industry cannot be over emphasized. In all its ramifications it accounts for nearly half our exports and underpins nearly every other form of industrial activity. Its significance is clearly understood – yet somehow it is now in danger of losing ground due to an inability to attract sufficient qualified manpower. New recruits to engineering are urgently needed. And they must be recruits of the right quality.'

Sir John Eden continued, 'In this country, we are rich in talent; we have the skills and the potential. But sadly so much of it is being squandered on other activities less vital to our economic well-being. Possibly the greatest need in our country today is to make better use of such resources as we do possess. It probably is the case that our expanding educational system can provide all the manpower that industry can absorb. But what is almost certainly not the case is that the quality matches the requirement and that the subsequent method of employment is the most economical.'

'Some of these points emerged from the studies of Sir Eric Mensforth's committee in 1968. They concluded that industry was not getting its fair share of good people. Since then, we have all been trying to do something about it – but the recent publication of the report by the Electronics EDC on qualified manpower in the Electronics Industry makes depressing reading. The percentage of candidates at the UCCA Clearing Stage with more than 3Cs at 'A' level accepted for university places in engineering in September 1969 was 7 per cent. This compares with 15 per cent for science, 68 per cent for social studies and 88 per cent for arts. These are staggering figures. Clearly a major effort must be made to even things up.'

'I know, of course,' he added, 'what a lot is already being done to try to influence young people toward a career in the industry. But there is still a major gap to be bridged. In large measure this needs to be done by industry itself. Engineering is a profession, a highly respected one but in the public mind, I suspect, a rather impersonal one. Somehow "the engineer" – unlike, for example, the soldier, the doctor, the teacher or even, perhaps fortunately for him, the politician – has never taken human form, not even for purposes of caricature. He needs to be brought to life for people so that both he and the value of his work can be identified.

'I particularly welcome the emphasis you are giving to this in the Institution and the imaginative way you are going about it. This will help to sell the engineer, not as a faceless profession but as a flesh-and-blood individual.'

'It is an an individual, too, that he must increasingly be seen to be contributing both to the advance of technology and to the solution of the many social problems so often associated with it. The widely disparate standards of living; the sense of personal insecurity and bewilderment stemming from the sheer pace of progress; these are some of the most pressing problems of our time. They certainly should command the urgent attention of all men of imagination and spirit.'

'It is universally recognized that advances in engineering and electrical technology – such as, for example, the harnessing of massive sources of energy, the mastery of new techniques of communication, the ever-increasing application of the computer – are developments not only of major industrial significance. However substantial the benefits they bring, they also carry with them an immense social impact. It is here, no less than in the technical advance itself, that the engineer has a job to do.

'This represents a formidable challenge to present and aspiring members of the profession. It should certainly show the younger men in our schools, colleges and universities, that a soundly-directed career in industry has as vital a contribution to make to the well-being of mankind as does service in any other sphere of activity. This is an aspect of their work to which, I know, the Institution will increasingly be turning its attention in the years ahead.'

Application for anti-dumping duty

Imports of syrupped citrus peel from the Republic of South Africa

THE DEPARTMENT of Trade and Industry is considering an application for the imposition of an anti-dumping duty under the Customs Duties (Dumping and Subsidies) Act 1969 on syrupped citrus peel imported from the Republic of South Africa.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained therein in strict confidence

Any representations which interested parties may wish to make in connection with this application should be submitted in writing at the earliest possible opportunity. Such representation, in summarized form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

terms set out above, should be sent to Tariff Division, Department of Trade and Industry, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1.

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THE DEPARTMENT OF TRADE AND INDUSTRY are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 10.

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29.39	Fluocinolone acetonide 21-acetate	6α, 9α-Difluoro-11β, 21-dihydroxy - 16α, 17α-isopropylidenedioxy pregna-1, 4-diene-3, 20-dione, 21-acetate	December 31, 1971	13565

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1,149,235	The British United Shoe Machinery Company Ltd.	Shoe making
1,150,245	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara Rt	New piperazine derivatives and a process for the preparation thereof
1,153,245	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara Rt	Process for the preparation of new thiazole-derivatives
1,153,905	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara Rt	Thiazole carboxamide, thiocarboxamidine derivatives

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office

Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

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†A Trade Drive in Southern Germany in 1972/73 is being considered; with the emphasis on capital goods.

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Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Patterns of equipment approved under Section 12 of the Weights and Measures Act, 1963

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Aviation and Shipping

Independent assessors to advise on RB-211 project

THE FOLLOWING statement on Rolls-Royce Ltd. and the RB-211 engine was made by Lord Carrington, Secretary of State for Defence, speaking during the Second Reading of the Rolls-Royce (Purchase) Bill in the House of Lords on February 15.

'The Government were, and are, anxious to see whether there is any prospect of saving this engine on terms acceptable both to Lockheed's and to the new Rolls-Royce company owned by the Government, but time is needed to investigate the various possibilities. We therefore decided, when the Receiver disclaimed the contract with Lockheed's on February 11 – as, indeed, in the circumstances, he was bound to do in the interests of the debenture holders – that HM Government should immediately indemnify the Receiver for a period of four weeks from February 5 to permit the continuation of essential work on the RB-211. This will enable the options to be kept open and the programme to continue, and for the discussions to take place with the parties concerned. It will also permit HM Government to form a judgment about the possibilities of this engine, its performance, the time it will take to build it and the cost of the engine, together with an assessment of the further money required for its development.

'My Lord, these are very difficult and technical matters, and I have thought it right to appoint a team of independent assessors to advise the Government. I have asked Sir William Cook, until recently Chief Scientific Adviser at the Ministry of Defence; Sir St. John Elstub of Imperial Chemical Industries; and Professor Holder, Professor of Engineering at Oxford University; to undertake this task. I am glad to say that they have all three agreed to do so, and I should like to take this opportunity of thanking them for the way in which they responded to my request, particularly since I have impressed upon them the need for speed so that the Government may be enabled to form their judgment before negotiations take place. My Lords, I realize how greatly inconvenienced these three distinguished people must be, and I am very grateful to them for their agreement. They have, indeed, already started on their task, and they are at Derby with Rolls-Royce today. I perhaps should add that the Prime Minister has asked me to take charge of co-ordinating action in Whitehall on the wide range of problems which have been thrown up by this issue.'

Shipbuilding Industry Bill 1971 published

THE SHIPBUILDING Industry Bill, 1971, published on February 15, will raise from £400 million to £700 million the statutory limit on guarantees given by the Secretary of State for Trade and Industry in respect of bank loans for the purchase of ships by British shipowners from United Kingdom yards. The banks lend against these guarantees at the fixed interest rate applicable to all export credits, currently 7 per cent.

The scheme enables credit to be provided to United Kingdom owners to finance their orders in United Kingdom yards on comparable terms to those available to them abroad.

A guarantee may only be given if the Shipbuilding Industry Board recommend it in the light of the shipbuilder's progress with reorganization. The life of the Shipbuilding Industry Board has been extended by order to the end of 1971.

The statutory limit under the Shipbuilding Industry Act, 1967, was £200 million. This was increased to £400 million under the Shipbuilding Industry Act, 1969. The previous Government in April 1970 introduced a Bill to raise the statutory limit to £600 million, but this Bill was lost on the dissolution of Parliament for the General Election last year.

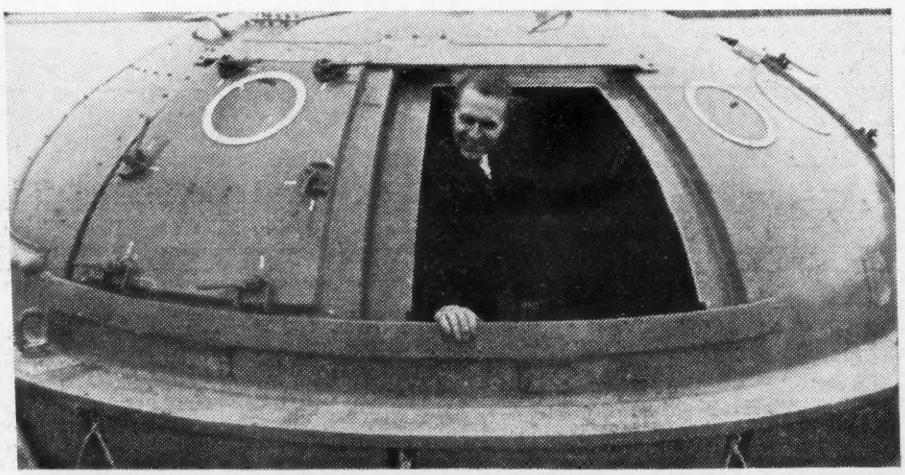
A promise to introduce legislation to raise the limit was given on behalf of the present Government by Mr. Geoffrey Rippon (then Minister of Technology) on July 24, 1970.

Airport fire service efficiency award 1969-70

IN A NATIONWIDE CONTEST, involving 21 airport fire-fighting units, Birmingham Airport has emerged as the country's most efficient, and on February 16 Mr. Michael Noble, Minister for Trade, presented the winning station with a silver trophy. The occasion marked the first success in the competition by a municipally operated aerodrome, although Birmingham has won the competition before – in 1954-55 when it was State-controlled. The other finalists were: Edinburgh (winners in 1964-65), Dalcross (twice winners, in 1965-66 and 1968-69), Hatfield and Newcastle.

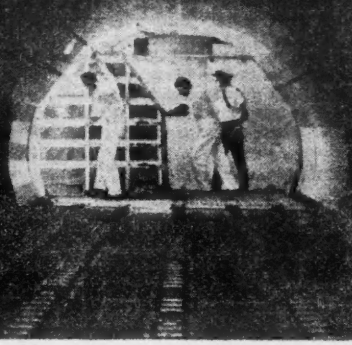
The contest, known as the Fire Service Annual Station Efficiency Competition, has taken place every year since 1951. The trophy was originally donated by BOAC and BEA, entry being restricted to State-controled airports. With the reduction in the number of such airports, however, the competition was extended in 1969 to include local authority airports.

The contest covers all aspects of fire-fighting, including fire-fighting techniques, rescue work and knowledge of aircraft construction; and has undoubtedly contributed greatly to the efficiency of fire services at aerodromes throughout the United Kingdom.



Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade, inspecting survival craft at Lowestoft, Suffolk, when he visited Eastern Division of HM Coastguard recently. At Gorleston he saw a search and rescue exercise involving coastguards, helicopter, lifeboat and inshore rescue boat and said later he had been most impressed with the efficient way in which the exercise had been handled.

this 'tube' goes to Australia



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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, FEBRUARY 12

Foreign subsidiaries in USSR

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked whether he was satisfied that the Soviet authorities allowed British firms to establish subsidiary companies to operate on terms of equality in competition with other Soviet enterprises. Mr. Grant said: 'Foreign companies are not allowed to establish subsidiaries in the USSR in competition with State enterprises.'

Regional development committees

In reply to a Member who asked what Government grant was made to the North-East Development Committee to assist its work, Mr. Grant said that the grant for the current financial year would amount to £10,000.

Mr. Grant was also asked what was the amount of Government grant given to each regional development committee or similar body, other than the North East Development Committee. He said: 'The Government grant to the Cumberland Development Council for the current financial year will amount to about £2,000. The grants to the Scottish Council (Development and Industry) and the Development Corporation for Wales are matters for my right hon. Friends the Secretaries of State for Scotland and Wales.'

MONDAY, FEBRUARY 15

Register of Chartered Engineers, Technician Engineers and Engineering Technicians

Mr. John Davies, Secretary of State for Trade and Industry, made the following statement when asked what steps he had taken to implement the submission from the Council of Engineering Institutions to the Privy Council for the establishment of a composite register for chartered and technician engineers and engineering technicians. 'I am informed by the Lord President of the Council that the application by the Council of Engineering Institutions for the amendments to its Royal Charter was approved by Her Majesty in Council on February 10, 1971; and that the approval of the amendments to the Council's By-Laws will be given by the Privy Council very shortly.

'I welcome the establishment by the Council of Engineering Institutions of an Engineers' Registration Board with three independent sections providing a composite register covering Chartered Engineers, Technician Engineers and Engineering Technicians. This development is an important step in establishing standards for engineers at all levels and in providing a basis for registration to practise should this prove necessary for employment abroad.

'I welcome the initiative taken by the Council of Engineering Institutions in seeking approval to amendments in its Charter and By-Laws enabling the register to be established. The majority of institutions directly concerned with Technician Engineers and Engineering Technicians will not, however, be Constituent Members of the Council of Engineering Institutions; consequently successful implementation will depend on the close co-operation and concerted efforts of all the engineering institutions. I am glad to be assured that the three sections forming the Registration Board will enjoy the maximum autonomy consistent with the maintenance of high standards of academic qualification, professional competence and practical experience; and that control of the affairs of participating institutions, which are not Constituent Members of the Council of Engineering Institutions, will be limited to the extent necessary for registration purposes as laid down by the provisions of the Council of Engineering Institutions' Charter and By-Laws.

'I regard it as important that early steps be taken to:

(i) permit engineers, who already have the appropriate qualifications, but are not members of a Constituent Institution of the Council of Engineering Institutions, to be eligible for registration as Chartered Engineers, provided that they comply with all the other requirements for this qualification;

(ii) foster the federation of engineering institutions outside the Council of Engineering Institutions so as to enable the Technician Engineers and/or Engineering Technicians to speak with one voice on matters of common concern and general interest wherever appropriate, as the Council already does for the Chartered Institutions;

(iii) facilitate the registration within the Composite Register of all suitably qualified engineers whose names may now be included in any registers of engineers at present maintained by bodies other than the Council of Engineering Institutions.

'On this basis I regard the proposals as a major step forward towards ensuring a high status and high professional standards for the whole engineering community; and I will follow further developments with close interest.'

Gas boards

Asked what target percentage return on capital had been set for the gas boards for the present year; and how that target had been caluculated, Sir John Eden Minister for Industry said that, as announced in October, 1969, the gas industry's financial objective for the five years 1969/70 to 1973/74 was to earn on net return, after depreciation of 7 per cent on average net assets. After seeking the advice of the Gas Council and with the agreement of the Area Boards, the Government had settled the following objectives for the individual Boards and the Council for that period.

	Net return, after depreciation, as percentage of average net assets
Scottish	6·5
Northern	8·5
North Western	7·0
North Eastern	7·5
East Midlands	8·0
West Midlands	8·5
Wales	6·5
Eastern	7·0
North Thames	7·0
South Eastern	7·5
Southern	7·0
South Western	6·5

'The objective for the Gas Council is a net return of 8 per cent,' said Sir John, 'in each case it will also be the aim at least to cover all costs, including interest charges and normal depreciation provision, over the five year period.

'The differing objectives take account of the varying financial state and prospects of each Board over the period. They do not imply differences in the expected profitability of new investment as between Boards.'

Grants to research associations

Several questions were asked about grants paid to research associations and about future Government policy on the payment of these grants.

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, quoted the following figures:

Research Association	Total Amount Annual Grant Paid (£) (Note 1)
Brush	52,634
Cast Iron	1,502,694
Ceramic (Note 2)	1,622,898
Coke	783,291
Construction Industry	1,043,306
Cotton (Note 3)	4,055,553
Cutlery (Note 4)	208,328
Drop Forging	146,658
Electrical	2,512,131
Flour Milling and Baking (Note 5)	1,096,159
Food (Note 6)	779,453
Fruit and Vegetable	258,489
Furniture	436,289
Glass	512,801
Heating and Ventilating	212,379
Hosiery	489,211
Hydromechanics	557,451
Industrial Biology	829,486
Industrial Psychology	147,108
Lace	220,978
Lambeg Industrial	674,363
Launderers	622,032
Leather	758,223
Machine Tool	630,521
Motor	1,483,290
Non-Ferrous Metals	1,469,741
Paint	770,582
PIRA† (Note 7)	1,781,690
Production Engineering	2,008,989
Rubber and Plastics	1,199,657
Sira Institute	2,141,361
Ship (Note 8)	4,857,868
Shoe	679,417
Spring	159,127
Steel Castings	588,514
Tar	571,854
Timber	728,552
Water	512,750
Welding Institute	2,435,093
Wool	1,767,873
SCCTR‡	17,884

† The Research Association for the Paper and Board, Printing and Packaging Association.
‡ Standing Consultative Conference on Textile Research.

NOTES

1. The totals include the latest financial year for which accounts have been received.
2. Includes payments to Pottery and Refractories Research Associations which combined to form Ceramic RA in 1948.
3. Includes payments to Silk and Rayon Research Associations which amalgamated with Cotton RA in 1933 and 1961 respectively.
4. Includes payments to File Research Council up to 1967; work on files is now performed by Cutlery RA on their behalf.
5. Includes payments to Baking and Flour Millers Research Associations which combined to form Flour Milling and Baking RA in 1967.
6. Includes payments to Cocoa and Confectionery Research Association and to Food Manufacturers RA which combined to form Food Manufacturing Industries RA in 1946.

7. Includes payments to Paper and Board, and Printing and Packaging Research Associations which combined to form PIRA in 1967.

8. Includes payments to Pametrada and to Shipbuilding Research Association. Shipbuilding RA and part of Pametrada combined to form Ship RA in 1962.

Mr. Ridley continued: 'The offer of grant to the Sira Institute expires on March 31, 1975 and the terms will be reviewed not later than that date. The grant to the Standing Consultative Conference on Textile Research was for a specific project and has now ceased.

'As far as policy on grants to Research Associations is concerned, we are proceeding as quickly as possible with a review of policy on grants to Research Associations but this is a part of the general review by the Department of Trade and Industry of all industrial research support activities and I cannot set a date for the completion of the review or anticipate its conclusions. In the meantime we are dealing with each Research Association on its merits and reducing grant progressively so that each industry bears an increasing proportion of the cost of its association.'

Mr. Ridley was also asked to tabulate details of the Government Research and Support Contracts to the estimated value of £4.4 million in the current year, indicating the main categories under which this expenditure is analysed, and how the percentage incurred in each had changed over the past five years. He gave the following information:

Expenditure on industrial support and research contracts

The main categories, under which expenditure is analysed during the current year, to the estimated value of £4.4 million are as follows:

	Estimate (original)	£ million (net) Estimate (Revised by Supplementaries)
Industrial Support and Research Contracts with Industry	3·0	2·1
Research work by universities and other research bodies	1·0	0·9
Research work and advisory work – grants and fees to outside organizations	0·4	0·4
	4·4	3·1

The percentage of the total for each category in the past few † years is as follows:

1967-68 Outturn	1968-69 Outturn	1969-70 Outturn	1970-71 Estimate
70	67	64	68
30	33	36	29
—	Neg.	Neg.	3

(†) Comparable analyses are not available for 1966-67. Figures have been adjusted for comparability as far as possible

Industrial development certificates

Asked how many industrial development certificates had been issued, and/or applied for since January 1970, for Scotland and the Hamilton Constituency, respectively; and what was the area of square feet involved and the estimated number of jobs provided, Mr. Grant gave the following information:

Industrial development certificates issued in 1970

	No.	Area ('000 sq. ft.)	Estimated additional Employment†	
			Males	Total
Scotland	241	10,785	7,300	12,300
Hamilton constituency	5	202	120	220

† Applicants' estimates of the additional employment expected to arise when the projects are complete and fully manned.

Investment incentives

Mr. Ridley was asked whether a table would be published comparing the discounted value to industry of the old and new investment incentives, as a percentage of the cost of the investment, separating ordinary and development areas and distinguishing between new plant and machinery, secondhand plant and machinery, and industrial buildings, assuming a one year delay in payment of grants and tax, sufficient profits to claim all allowances, a 10-year life for plant and machinery, a 10 per cent discount rate and a 15 per cent initial allowance for industrial buildings in non-development areas. He replied: 'Yes, Sir. The information is immediately available on slightly different assumptions which I hope will be satisfactory to the hon. Member and, with permission, I will provide a table for publication in the Official Report. I must add, however, that the table alone will not be a fully adequate basis for comparison since the question ignores, e.g. the benefit of the cut in Corporation Tax and much of the improved LEA assistance.'

Table comparing the net present value of grants and of the tax savings arising from the capital allowances, for the pre and post October 27, 1970 incentive systems.

	Old	New
New plant and machinery eligible for investment grants(†)		
Ordinary	38·9-43·0 (§)	32·8
Development areas	51·9-55·0	36·8
Secondhand plant and machinery, or new plant and machinery both ineligible for investment grant and for 100% depreciation in dvelopment areas:		
Ordinary and Development Areas	30·5-34·2 (§)	32·8
New plant and machinery ineligible for investment grant but now eligible for 100% depreciation in development areas (‡)		
Ordinary	30·5-34·2 (§)	32·8
Development Areas	30·5-34·2	36·8
Industrial buildings:		
Ordinary	20·8	19·6
Intermediate and development areas (if ineligible for LEA grant)	20·8	27·1
Intermediate area (attracting a full LEA grant)	38·3	43·0
Intermediate area (attracting the full higher rate of LEA grant)	45·3	49·4
Development area (attracting a full LEA grant)	38·3	49·4
Development area (attracting the full higher rate of LEA grant)	45·3	55·8

NOTES:

A. Significant features of the new incentive measures not reflected in the table

The cut in Corporation tax from 45 to 42½ per cent. This will allow businesses to retain more of their profits. The cut is partially reflected in the table, however, as a reduction in the apparent value of the new incentive. This shows most clearly in the figures for industrial buildings outside special areas where the rate of allowance remains unaltered but the apparent incentive value of the allowances is reduced, solely because there is now less tax to be saved.

The more flexible use of the powers to make loans under the Local Employment Acts.

The increase in the administrative limits regulating the amount of LEA assistance that may be given under the Local Employment Acts.

The wider use of grants for infrastructure and clearing derelict land.

B. Footnotes

(†) Between 15 and 20 per cent of manufacturers' investment in plant and machinery was ineligible for investment grant (eg vehicles, office, canteen and welfare equipment and items costing less than £25).

(‡) More plant and machinery in Development Areas will attract the new 100 per cent writing down allowance than attracted investment grant (eg, office machinery used in industrial buildings, welfare and canteen equipment and items costing less than £25) and more taxpayers will be eligible (eg, some wholesalers, laundries, warehouse keepers, etc., excluded from grant as service industries).

(§) The two figures are for the lowest (15 per cent) and highest (25 per cent) of the old writing down allowances. There was an intermediate rate of (20 per cent). The average rate was about 17 or 17½ per cent, and the lower figure i stherefore more typical.

C. Differences from the assumptions in the question

(1) Delay. An 18 month delay was assumed for tax (but not for grant), instead of 12.

(2) Life of asset. Nine years was assumed for assets subject to 25 per cent, writing down allowance and 19 years for those subject to 15 per cent, instead of 10 years for all.

D. Other assumptions

(1) Life of asset. Industrial buildings have been assumed to have a life in excess of 22 years.

(2) Bringing into use of assets. It has been assumed that all assets have been brought into use in the year in which expenditure has been incurred.

(3) Balancing allowance. The undepreciated balance at the end of the assets life was taken.

(4) Type of plant and machinery. The figures given are for ordinary plant or machinery. There were or are special arrangements for some assets, eg motor cars, computers, assets used for scientific research.

(5) Initial Allowance for Buildings. The question assumed a pre-April 1970 or post-April 1972 rate in non-Development Areas. The same assumption ies made for all areas.

Shipbuilding industry guarantee scheme

In reply to a question as to whether the maximum liability under the guarantee scheme provided for the shipbuilding industry would now be reviewed, and when it was proposed to introduce new legislation, Mr. Ridley said: 'A Bill has been introduced to raise the limit on guarantees given under Section 7 of the Shipbuilding Industry Act 1967 to £700 million.'

Imports from Australia

Mr. Grant said, in answer to a question, that the proportion of Australia's exports which came to Great Britain in 1939, 1958 and 1970 was 56 per cent, 30 per cent and – in the 12 months ended October 1970 – 11 per cent, respectively.

Export of footwear to Canada

Mr. Grant was asked what representations he had made to the Canadian Government about the detailed information on costings required on the invoices of footwear imported into Canada. He replied: 'None, but if my hon. Friend or the industry will provide details of the particular Canadian requirements which are causing difficulty, representations to the Canadian Government will be considered.'

Dumping of micro-circuits

When asked whether he would take steps to prohibit the dumping of micro-circuits and semi-conductors which was now taking place in the United Kingdom, Mr. Grant said that if the industry submitted an application for action under the Customs Duties (Dumping and Subsidies) Act 1969 with the requisite *prima facie* evidence of dumping and consequent material injury to it, he would be ready to consider it.

Control of prices

Mr. Ridley said, when asked to list those industries or manufacturers over the prices of which he had some control at the latest available date: 'We have no power to control prices in the private sector. Major increases in prices and charges proposed in the nationalized industries for which we are responsible are subject to close scrutiny.'

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

Tribology

In reply to a question on Government policy with regard to the furtherance of tribology studies and the funding of Centres of Tribology, Mr. Ridley said that the Department of Trade and Industry would continue to receive advice in this field from the Committee on Tribology, whose report for 1970 would shortly be published. Any recommendations involving direct Government action would be considered in the context of the Government's overall policy of disengagement from industry. The Centres of Tribology based on Leeds University and the University College of Swansea had recently been given further grants to carry them through to 1972, after which they were expected to be self-supporting. The Centre based on the Risley Engineering and Materials Laboratory of the United Kingdom Atomic Energy Authority had recently submitted proposals for continued support, which were at present under consideration.

Yorkshire textile trade

Mr. Ridley was asked how many firms in the West Riding of Yorkshire were at present involved in the woollen textile trade; and what was his projection of the number by 1975. 'Separate figures are not available for the West Riding of Yorkshire.' Mr. Ridley replied: 'In relation to the industry as a whole and for forecasts for the future, I would refer the hon. Member to the study published in June 1969 by the Wool Textile EDC – The Strategic Future of the Wool Textile Industry. This indicated that in 1967 there were 1,000 organizations controlling 1,470 establishments and that these numbers would be reduced to 600 organizations controlling 950 establishments by the mid-1970's. The study was generally accepted both by the industry and the previous Government and I have no reason to disagree with it.'

Mr. Ridley was also asked how many people were at present employed in the woollen textile trade in the West Riding of Yorkshire and what was his projection for 1975. He said: 'As to present employment in the wool textile trade in the West Riding of Yorkshire, I have nothing to add to the reply relating to the Yorkshire and Humberside region given by the Parliamentary Under-Secretary of State for Employment to the hon. Member on November 30, 1970. As to projected employment, the study of the industry referred to in answer to the previous Question forecasts that employment in the United Kingdom wool textile industry as a whole will decline from 144,000 in 1967 to 121,000 in the mid-1970's. The extent to which the Yorkshire and Humberside region in particular would be affected cannot be forecast with any degree of accuracy, since this must depend on how the industry's structure develops.'

Coal industry in Scotland

Mr. Ridley was asked to give estimates of the proportion of total expenditure to mitigate problems of the contraction of the coal industry which would be spent in Scotland in the years 1971 to 1975. 'I expect that Scotland will account for about one-tenth of the total expenditure until 1973/74, the period covered by the powers of the Coal Industry Bill,' he answered.

National Coal Board

A Member asked what target percentage return on capital had been set for the National Coal Board for the present year; and how that target had been calculated. Sir John Eden, Minister for Industry, replied that the National Coal Board's financial objective for the current and previous year was to break even, taking the two years together. It was set in the light of an assessment of the Board's prospects over that period.

Electricity boards

In reply to a Member who asked what target percentage return on capital had been set for the electricity boards, England and Wales, for the present year; and how that target had been calculated, Sir John Eden said that, as announced in October 1969, the electricity supply industry's financial objectives for the five years 1969/70 to 1973/4 was to earn a net return of 7 per cent, after depreciation on average net assets. On the advice of the Electricity Council, this objective was being applied to each of the Electricity Boards with the exception of the South Wales Board. In the latter case, in view of the Board's financial position, the 7 per cent objective had been applied only to the last three years of the quinquennium.

Industrial Reorganization Corporation

A member asked whether details would be published of the companies which were expected to make repayments of Industrial Reorganization Corporation loans in the years 1972-73, 1973-74 and 1974-75. Mr. Ridley said that the annual reports of the IRC provided information about dates of repayment of the loans made by the Corporation. It was intended that loans should be recovered as they became due.

In reply to a further question as to what organizations and means would fulfil the role formerly carried out by the Industrial Reorganization Corporation after its abolition, Mr. Ridley said that restructuring was best carried out by industry working with the financial institutions and drawing on private sector funds and expertise.

British Steel Corporation

In reply to a question concerning what target percentage return on capital had been set for the British Steel Corporation for the present year and how that target had been calculated, Sir John Eden, Minister for Industry, said that the Corporation's objective was still under consideration.

Mr. Ridley was asked what was the latest estimate of the current rate of return on capital employed by the British Steel Corporation; and whether a new and improved target rate of return would be laid down for the Corporation to aim at. He answered: 'The return on capital employed by the British Steel Corporation (including its subsidiaries) in its last financial year (September 28, 1969 to March 28, 1970) was at an annual rate of about 4 per cent. As regards the current financial year, I cannot reveal the details of forecasts made in confidence. On the question of the financial objective, I would refer my hon. Friend to the Answer my hon. Friend the Minister for Industry gave to the hon. Member for Newcastle-under-Lyme on October 27.'

Development of Tourism Act

Mr. Grant, when asked whether, in view of the 28-day delay in all litigation due to the Post Office strike and the ensuing delays in processing planning applications, he would make a statement with regard to an extension of the March 31 deadline for commencement of constructional work applicable under the Development of Tourism Act, said that he knew of no evidence to suggest that the postal strike was causing any real difficulties which would require the amendment of the Development of Tourism Act 1969. The Tourist Boards would no doubt be happy to discuss with applicants any problems which arose in individual cases.

Paper and board industry

Asked whether he had completed his investigations into the difficulties being experienced by the paper and board making industry; and whether he would make a statement on his proposals to deal with the problem, Mr. Ridley said that the paper and board industry had not asked him to investigate its problems but he was ready to discuss the situation if the industry thought this would be helpful.

Coal, gas and electricity prices

A Member asked what was the rise between 1958 and 1970 in the average prices charged respectively by the electricity boards, the gas boards, British Rail, British Road Services, the National Coal Board, and the British Overseas Airways Corporation and British European Airways. Mr. Ridley said that figures were readily available only for coal, gas and electricity.

	percentage increase
Coal (pithead proceeds per ton)	20.4
Gas (average net selling value per therm)	8.1
Electricity (average net selling value per kwh)	20.4

Price of fuel oil

Asked what had been the percentage increase in the average price of fuel oil to industry and the domestic user since June 1970, Mr. Ridley said: 'I cannot give a precise answer because the price varies from one part of the country to another and according to the quantity delivered. The increase in the price to industry since June is of the order of 50 per cent. Very little fuel oil is supplied to domestic users.'

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Labelling of wines and spirits

Answering a question on the European Economic Community labelling regulations, both actual and proposed, in the context of existing and planned United Kingdom provisions for labelling of wines and spirits, Mr. Grant said: 'My right hon. Friend the Minister of Agriculture, Fisheries and Food and my right hon. Friend the Minister for Trade are not aware of any general requirements imposed by the European Economic Community on the labelling of wines and spirits. In his current discussions on quantity labelling with the wine and spirit trades we will of course take into account any proposals on this subject which may emerge from the Community. Equally my right hon. Friend will do likewise in respect of food labelling generally.'

Another Member, stating that the Wine and Spirit Association's voluntary scheme on the fluid contents of fortified wine bottles had protected the interests of consumers, asked for an assurance that it would be taken into account in framing legislation for a compulsory scheme. Mr. Ridley said that he was aware that the Wine and Spirit Association had drawn up a scheme for the voluntary marking of the fluid contents of bottles of fortified wine. This scheme would be taken fully into account in his discussions on the amendments to the Schedules of the Weights and Measures Act, 1963.

Mr. Ridley was further asked what account the Department of Trade asd Industry was taking of problems such as the loss from table wine bottles caused by temperature fluctuations, the effect of tolerances, in particular problems of vintage wines, etc., in considering legislation to enforce the statement of fluid content; and if he would give an assurance that the interests of the public and the wine trade would be taken into account.

'In the preliminary discussions which I have held with the wine trade about quantity labelling I have been made very well aware of the problems mentioned by the hon. Member,' said Mr. Ridley. 'Further discussions will be held on these problems. I can assure the hon. Member that I will take into account the interests of both the public and the wine trade.'

TUESDAY, FEBRUARY 16

Energy consumption in the United Kingdom

A question was asked on the portion of British energy requirements provided by coal, oil, natural gas, nuclear energy and hydroelectric power, respectively, on the last convenient date for which the figures were available; and how these figures compared with similar figures for an equivalent date in 1965. Mr. Ridley said that in terms of coal equivalent, the percentage shares of total inland energy consumption in the United Kingdom in 1965 and 1970 were:

Per cent

	Coal	Petroleum	Natural gas	Nuclear electricity	Hydroelectricity
1965	62·2	34·6	0·4	2·0	0·8
1970	47·0	44·7	4·7	2·8	0·8

Committee on Corrosion and Protection

Mr. Ridley said, in answer to a question, that the report of the Committee on Corrosion and Protection would be published on March 4, 1971.

Trade Descriptions Act

Mr. Ridley was asked how many proposals his department had received since the coming into force of the Trade Descriptions Act 1968 for the making of definition orders under section 7 and of marking orders under section 8; how many of these proposals had been accepted and rejected, respectively, in each case; and for what reasons. He said: 'The figures are as follows:

	Definition	Marking
Proposed	28	32
Under consideration	1	4
Consideration deferred pending further developments	3	4
Rejected	24	24

Rejected proposals under section 7 were for definitions which were considered to be unnecessary, inappropriate or unenforceable. The majority of proposals for marking orders under section 8 were rejected because they were thought to offer insufficient net benefit to the consumer to warrant compulsion, and the remainder because they were inappropriate for action under this power.'

Oil drilling concessions

Asked when he would offer new drilling concessions to oil companies on the British continental shelf; and whether he would include the Rockall Bank among the newly designated areas, Mr. Ridley said: 'A decision has not yet been taken, but we expect shortly to make an announcement about the timing and extent of an invitation for further applications for Production Licences on the Continental Shelf.'

WEDNESDAY, FEBRUARY 17

Regional industrial policy

'Statements about regional industrial policy will be made shortly.' Mr. Grant told a Member in answer to a question. (*See also page* 376).

Export prices

In reply to a question on steps to prevent rises in export prices and to ensure the competitiveness of British goods abroad, Mr. Ridley said that measures were being taken to sharpen competition and to encourage efficiency within industry. A general effort to curb wage inflation would also help to prevent rises in export prices.

Pre-packed goods

Mr. Ridley told a Member who asked if legislation would be introduced to provide that all pre-packed goods be made up in standard British weights, 'We already have powers under the Weights and Measures Act 1963 to prescribe by Regulation additions to the list of goods required to be sold in this way. We have no current plans to add to the present list, but will keep the consumer's needs under careful review. Legislation relating to pre-packed goods will be one, subject of the forthcoming White Paper on Metrication.'

Import of Japanese textiles

Mr. Grant was asked to make a statement on present and future policy concerning the imports of Japanese textiles to the United Kingdom; and to what extent the consequences on the textile industries in Yorkshire and Lancashire had been taken into account. Mr. Grant said: 'Our policy aims at removing the obstacles to the further growth of Anglo Japanese trade. We are prepared to meet Japan's request to end the remaining restrictions on textile imports in return for concessions which would benefit our exports.

'In our negotiations we have taken full account of the representations made on behalf of the textile interests in Yorkshire and Lancashire some of which are already major exporters to Japan.'

Parliamentary answers on aviation and shipping

FRIDAY, FEBRUARY 12

Aircraft noise

A Member asked how many specific and precise complaints about aircraft noise from Leeds/Bradford Airport, other than those voiced at the Court of Inquiry in 1969-70 into the proposed runway extension, had been registered in each of the last five years. Mr. Anthony Grant, said that, excluding complaints to the airport authorities and the many protests about possible increased disturbances if the runway extension were allowed, the Department of Trade and Industry had received the following complaints:

1966	1967	1968	1969	1970
1	1	3	0	31

Regular jet flights were introduced in 1970.

Caledonian/BUA route allocations

Mr. Grant told a Member who asked when further route allocations to Caledonian/British United Airways would be announced: 'We will make an announcement as soon as possible.'

MONDAY, FEBRUARY 15

Helicopters for air-sea rescue

Mr. Grant told a Member, in reply to a question that he hoped shortly to be able to make a statement about the use of helicopters in marine search and rescue.

Air Corporations

Questions were asked on the target percentage return on capital set for British European Airways, British Airways Authority and British Overseas Airways Corporation in the present year; and how these percentage returns had been calculated. Mr. Grant replied that BEA's financial objective covered the four year period from April 1, 1968 to March 31, 1972. It was to achieve not less than an average return (before charging interest and taxation) of 8 per cent on net assets over the period.

BAA's financial objective covered the three year period from April 1, 1969 to March 31, 1972. It was to achieve not less than an average return (before charging interest and taxation) of 14 per cent on average net assets over the period. The objective was calculated both by reference to estimates early in 1970 of what BAA could reasonably be expected to achieve and to the need to maintain the Authority as a viable enterprise.

BOAC's financial objective covered the six-year period from April 1, 1966 to March 31, 1972. It was to achieve not less than an average return (before charging interest and taxation) of 12½ per cent on net assets over the period.

TUESDAY, FEBRUARY 16

Navigation of foreign tankers

Lord Drumalbyn, Minister without Portfolio, was asked what steps were being taken to ensure that foreign tankers in British waters improved their navigational techniques to avoid a recurrence of colliding with a lighthouse in open sea. Lord Drumalbyn replied

(*Continued on next page*)

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

that improvement of navigational techniques depend on training, equipment, and regulation. Following the 'Torrey Canyon' affair the Inter-Governmental Maritime Consultative Organization proposed amendments to the Safety of Life at Sea Convention, including proposals for carriage of specified navigational equipment. So far not enough countries had accepted these amendments for them to be brought into effect. When they came into operation, the United Kingdom had power to require that all foreign ships calling at her ports should comply with them. A comprehensive Maritime Training Guide had been produced by a Joint Committee on Training of tthe IMCO and ILO and had been circulated to all member countries. Such training should reduce the risk of human error.

WEDNESDAY, FEBRUARY 17

Mediator system of air traffic control

Mr. Michael Noble, Minister for Trade, answered several questions about the Linesman Mediator system of air traffic control at London Airport. He said that the introduction of Stage 1 of the Mediator project was effected successfully on February 1 as planned and the new system was working effectively. Some difficulties arising initially had been overcome and further improvements would be made in due course.

Asked what reduction in air traffic congestion had taken place since the system was introduced, Mr. Noble said that at this time of the year congestion only occurred at Heathrow if a runway became unserviceable or in bad weather conditions when visibility was inadequate for normal movement rates. These situations were independent of the introduction of the Mediator system.

Mr. Noble was then asked about reports concerning failures of the system. He said: 'The introduction on February 1 of Stage 1 of the Mediator air traffic control system was effected successfully. Some difficulties arising initially have been overcome and further improvements will be made in due course, but there have been no reports of failures of the system as such.'

'Since the introduction of the Mediator ATC system on February 1' said Mr. Noble in reply to another question, 'reports have been received of three airmisses involving civil aircraft in the airspace covered by Mediator arrangements. These are being carefully investigated under the normal airmiss investigation procedure.'

Questions were asked about representations from the British Airline Pilots Association and the Guild of Air Traffic Control Officers regarding the dangers in the first phase of the operations of the Mediator air traffic control system. Mr. Noble said that the Department of Trade and Industry had received representations from the British Air Line Pilots Association about certain aspects of Stage 1 of the Mediator system and discussed them with the Association last year. Correspondence with the Association was continuing.

He went on: 'The Guild of Air Traffic Control Officers has also criticised some details of the proposed system and these were discussed at a meeting with representatives of the Guild last December. As a result of this meeting, agreement was reached on several of the points raised, the Department postponed the timing of one function proposed for Mediator, and a better understanding of the Department's intentions was established.'

Mr. Noble was also asked about what representations there had been from representatives of the air traffic controllers operating the newly-installed sections of Mediator concerning their fear of mid-air accidents and to what extent air traffic control officers had filed disclaimers of responsibility for air accidents as a result of this new equipment; He said:

'The Department has received representations from the Institution of Professional Civil Servants, acting on behalf of air traffic control officers involved in operation of Stage 1 of the Mediator system, and has had discussions with representatives of the organization on the points of concern to them. In consequence of the discussions it has been possible to make some adjustments, and there is better mutual understanding of the respective views. I have no formal knowledge of attempts by officers of the Department to disclaim their official responsibilities.'

Maritime Industrial Development Areas

A Member inquired about studies currently being sponsored on the proposed maritime industrial development area concept of creating major industrial areas in close proximity to deep water ports. Mr. Grant said that work on the cost benefit study of the Maritime Industrial Development Areas concept as originally envisaged had not proceeded. 'We have been concerned about its wide scope and scale and are examining alternatives,' he added

Trade Associations and Professional Bodies of the United Kingdom

5th edition, revised and enlarged

Patricia Millard

This revised and enlarged 5th edition again shows the increasing importance of these organisations in economic and technological life today—this being reflected in the record size in terms of members of associations listed. The section on chambers of commerce has been expanded to include the members of the British Junior Chambers and all names, addresses and telephone numbers have been brought up to date. The current revision has also necessitated the deletion of associations which have closed down for one reason or another.

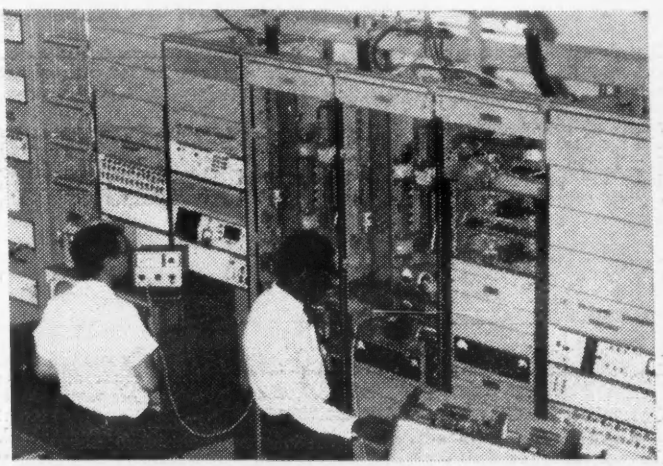
484 pages *£6.00 hard cover*

Due for publication March 1971

Pergamon

7242

BRITISH TECHNICIANS TRAIN NIGERIAN TELECOMMUNICATION ENGINEERS



GEC microwave radio equipment installed in the Nigerian P and T Department Training School which occupies a 36-acre site at Oshodi in Nigeria. The school has been equipped with a comprehensive set of the radio and multiplex apparatus being used on the vast £10 million microwave radio network which GEC-AEI Telecommunications Ltd. of Coventry, England, is now installing in Nigeria. GEC is training P and T technologists, technicians and engineers at Oshodi and at the company training school in Coventry.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
March 3	Miscellaneous stores	Cavalry Barracks, Butt Road, Colchester	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 0206 73171/2/3.)

Bedford 4 by 2 fire tenders; Coventry Climax Featherweight pumps; Coventry Climax 4,000 lb. and 2,000 lb. fork lift trucks; 27½ kVA generator; also 0·5 KVA generator sets; cement mixers; machine tools; aluminium extending ladders; 50 tons (mainly non-ferrous) metal in sheets and various sections; scrap metals; scientific instruments; multi-core electric cable; MT and earthmover spares; miscellaneous radio and electrical spares; fire extinguishers; solid fuel slow combustion heating stoves; 6 ft. by 4 in. and 6 ft. by 5 in. cast iron flue pipes; tyres; wood and steel ammunition boxes; CLOTHING AND TEXTILES including battledress and denim trousers and blouses; khaki flannel shirts; bush shirts and jackets; boots and shoes; berets; blankets; greatcoats; carpets; haversacks; mixed rags, etc.; FURNITURE including miscellaneous chairs and tables; sideboards; dressing chests; wardrobes; bedsteads; steel and wooden lockers; large quantities of other general stores.

March 9-10	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073.)

Hydraulic and mobile cranes; Lansing Bagnall industrial tractors; Ferguson tractors; Lewis road sweepers; Tasker semi-trailers (8 tons); Barford dumpers; paint sprayers; 5-ton ratchet jackets Collis storehouse truck; Milne oxy-acetylene outfits; prismatic compasses; light alloy extending ladders; delivery and suction hose; sisal and manila rope and other miscellaneous rescue equipment; tyres; miscellaneous saddlery; various metals; aluminium water bottles; miscellaneous household and office furniture including various chairs; tables; bureaux; steel wardrobes; filing cabinets, etc.; clothing and textiles including vests; drawers; white shirts; jackets; blue dungaree overalls; raincoats; greatcoats; denim and battledress trousers and blouses; ankle boots; mixed rags; also black PVC sheets 160 ft. by 90 ft. by 0·014 in. thick.

March 16-18	Heavy duty and road making plant, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Excavators; mobile cranes; tractors; loading shovels; angledozers; fork lift trucks; graders; agricultural tractors; dumpers; Bedford fire tenders; Coventry Climax fire pumps; heavy duty trucks; coaches; hydraulic tippers; refuellers; breakdown trucks; various trailers; ambulances; light vans; saloon cars; estate cars; Land Rovers; Minibuses; motor cycles, etc.

Catalogues of the above sales obtainable from relevant auctioneers price 5p (postal order only) or from Ministry of Defence, Directorate of Sales (Supply), First Avenue House, High Holborn, London, WCIV 6HE, about two weeks prior to and up to date of sale, or from the sale site or major depots on viewing days, which are from five days prior to the sale.

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
March 2	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.
N.B. The date of this sale was given wrongly as March 3 in the February 17 issue of *Trade and Industry*.

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Standard conditions for Government contracts for stores purchases

THE BOOKLET containing Standard Conditions applicable to Government contracts for purchases of stores has been reprinted and includes all amendments made since the September 1962 edition was published. The new edition (October 1970) has been renumbered Form GC/Stores/1 in lieu of CCC/Stores/1 as previously.

Firms on Government Departments' lists of supplies will receive copies of the booklet in the normal course of issue of tenders, contracts, etc.

Public and other bodies may obtain copies on application to: The Secretary, Purchase and Sale of Goods Sub-Committee of the Policy Procurement Committee, DGDC, Ministry of Defence, Room 1708, Empress State Building, London, S.W.6.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
. . not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	105	. .	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	142	113	103·0	136	140	148	130	130	358	232	26	36
1970		123·8				104·2									51
1968															
4th quarter	118	122·3	138	138	113	104·1	146	146	160	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	133	128	138	135	134	104	105	6	9
2nd quarter	117	123·3	141	141	113	103·7	135	141	147	129	127	80	43	2	—
3rd quarter	119	123·2	143	144	113	103·1	138	146	155	152	128	48	—	8	10
4th quarter	120	123·5	147	146	114	103·0	138	146	153	127	131	126	84	10	16
1970															
1st quarter	117	123·7	149	148	114	103·2	131	141	142	115	131	36	32	– 5	–41
2nd quarter	120	122·8	154	153	116	104·2	142	150	160	121	137	98	55	12	7
3rd quarter	120	123·9	158	157	117	104·6	139	153	156	122	133	126	42	5	–26
4th quarter		125·4 p				104·8									59
1970															
June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·8 p				106·1									
November		123·6 p				103·3									
December		125·8 p				105·0									

	Orders	Prices and Costs					Labour			Trade§		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports (‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116 r	112 r	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120 r	121 r	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130 r	120 r	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159 r	146 r	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165 r	416
1970	127 p	140·2	6·4	128·4 p	124·5 p	217·5	574	186		181	184 r	
1968												
4th quarter	106	127·2	5·6	120·4	113·1	191·0	532	202	24,348	162 r	154 r	– 63
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162 r	153 r	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165 r	163 r	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165 r	171 r	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172 r	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171 r	180 r	213
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187		183 r	183 r	119
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	175 r	73
4th quarter	127 p	144·0	7·7	127·7 p	128·3 p	227·9	581	177		190 r	199 r	
1970												
July	122	140·9	6·7	127·5	125·0	217·5	593	186		140 r	185 r	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		200 r	140 r	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		194 r	199 r	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		192 r	203 r	
November	126 p	144·0	7·9	128·4 p	128·5 p	228·5	579	176		192 r	191 r	
December	127 p	145·0	7·9	128·5 p	128·9 p	232·8	589	171		186 r	204 r	
1971												
January				127·9 p	..	236·0	613	157		176 r	176 r	
February							623	147				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.

UNITED KINGDOM TRADE

Unit value and volume index numbers for December and year 1970

THE EXPORT UNIT value index rose again in December, and in the fourth quarter as a whole was 2 per cent above its level in the third quarter. Since the import unit value index has changed little in recent months, the terms of trade index has largely reflected the movement of the export unit value index and rose to a level of 107 in December.

Export unit value index numbers

The rise of 2 per cent in the export unit value index in the fourth quarter was much the same as its rate of increase in the earlier quarters of the year. The bulk of the increase in the latest quarter was in the unit values of manufactured goods with the index for

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	111	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	136	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1970	132	132	121	98	148	136	118	140	126	127	155	141	138	104
1967 1st quarter	108	115	120	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	131	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139	103
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142	105
1969 October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104
September	132	133	121	98	148	137	119	140	126	126	156	141	140	104
October	132	134	120	100	148	137	119	141	126	126	155	142	141	104
November	132	135	121	102	147	139	119	143	128	127	156	145	143	105
December	132	136	119	104	146	141	120	145	130	129	156	148	143	107

† Exports Unit Value as a percentage of the Import Unit Value index.

VALUE AND VOLUME INDEX NUMBERS, *continued*

machinery and transport equipment rising particularly sharply. There was a marginal fall in the unit value index for metals, a fall in non-ferrous metal prices (largely due to copper) being balanced by fairly sharp increases in the unit values of iron and steel and metal manufactures.

The export unit value index for 1970 as a whole was 7 per cent above its level in 1969; this increase was about twice as large as that between 1968 and 1969. The unit value index for non-manufactures rose a good deal less in 1970 than the indices for the other main groups, as a result of falls in the unit values of beverages and textile fibres. Among the broad groups of manufactured goods the unit value indices for textiles and 'other manufactures' showed relatively modest increases in 1970. There was a rise of nearly 12 per cent in the index for metals.

Import unit value index numbers

The import unit value index has shown very little change since the second quarter of the year. In the fourth quarter, as in the third, the stability was due to off-setting changes in the unit values of the major groups of imports. Unit values of fuels rose by nearly 5 per cent between the third and fourth quarters; this was partly due to higher freight rates for oil but also, in November and December, to higher posted prices, particularly for Libyan oil, and increased taxes in some of the oil producing countries. The unit value index for imports of manufactured goods, on the other hand, continued to fall, with a drop of 1 per cent between the third and fourth quarters of 1970, which was largely due to sharp falls in copper prices. Unit values of non-ferrous metals as a whole in the fourth quarter were nearly 20 per cent below their level in the second quarter of the year.

The import unit value index for 1970 as a whole was about 5 per cent above its level in 1969, with fuels being the only broad group which did not share this increase. Though it rose sharply in the second half of 1970 the unit value index for fuels fell by 2

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	157	104	110	203	223	155	151	155	196	133	131	148	182
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1969 October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192

per cent between 1969 and 1970 as freight rates declined from the high levels to which they had risen after the closure of the Suez Canal. Although non-ferrous metal prices have been declining in recent months their sharp rise in 1969 and the early months of 1970 has resulted in their showing a moderate rise between 1969 and 1970 as a whole. The unit value index for imports of manufactures rose by 5 per cent in 1970 with prices of iron and steel rising particularly sharply. Within the overall increase of 5 per cent in the index for basic materials the unit values of oil seeds and oils and fats showed substantial increases in 1970 but the effect of these and a number of other large rises was partly offset by falls in the unit values of textile fibres (in particular, wool) hides and skins and rubber.

Volume index numbers

The volume of total United Kingdom exports in 1970 rose by 3 per cent. For non-manufactures the rise was 9 per cent, much of the increase being in exports of food, drink and tobacco; there was a particularly sharp increase in the volume of beverages exported but these had fallen in 1969 as a result of distortions in trade associated with the United States dock strike. The volume of exports of manufactures, on the other hand, rose by only 1 per cent in 1970. Exports in the major group of machinery and transport equipment showed no change from their level in 1969, a fall in the volume of exports of transport equipment, particularly ships and aircraft offsetting a rise in exports of non-electrical machinery. There was a rise of over 8 per cent in 1970 in the volume of exports of textiles. The volume of exports of 'other manufactures' fell by 2 per cent between 1969 and 1970 reflecting, primarily, a sharp fall in exports of precious stones. (The above figures take no account of the special factors affecting the recording of exports in 1969 and 1970. Allowance for these factors does not make any significant alteration to the estimated increase of 3 per cent between 1969 and 1970 in the volume of total exports.)

The rise of 7 per cent in the volume of imports in 1970 was due largely to increases in the imports of fuels and manufactured goods. The volume of imports of food, drink and tobacco has shown little change in recent years, though imports of some commodities within the group moved sharply in 1970; for example, there was a substantial fall in imports of tobacco but a marked rise in those of coffee, tea, etc. There was little change too, in the volume of imports of basic materials but fuels, with a rise of 8 per cent in 1970, continued to increase at much the same rate as in recent years. After a rise of only 5 per cent between 1968 and 1969 the volume of imports of manufactured goods rose by 12 per cent in 1970.

Trends in United Kingdom trade will be discussed in more detail

(*Continued on next page*)

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	191	198	188	139	128	140	170	116	118	131	180
2nd quarter	151	146	108	108	108	210	198	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	99	107	199	208	204	157	143	158	195	129	134	154	185
1970 1st quarter	151	150	104	108	193	209	208	155	148	157	194	132	134	148	190
2nd quarter	159	158	102	114	195	228	226	155	147	156	196	133	138	147	187
3rd quarter	152	152	101	103	207	216	216	146	146	146	187	126	121	140	166
4th quarter	165	165	108	115	215	239	238	162	164	161	206	142	132	155	185
1969 July	151	147	106	107	184	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	181	213	203	164	148	169	200	130	138	166	202
September	146	145	102	106	176	205	201	159	139	164	195	127	135	159	203
October	150	147	96	111	203	209	202	158	152	158	203	128	133	152	184
November	147	145	98	106	199	205	200	157	139	159	189	129	135	155	187
December	149	149	104	106	195	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	103	107	198	199	198	158	152	158	196	134	136	149	192
February	152	152	102	108	191	214	212	150	144	152	186	126	133	144	183
March	154	154	107	108	190	214	213	158	146	160	199	136	132	152	196
April	157	157	103	110	192	224	223	160	149	161	196	136	138	155	189
May	153	153	96	106	191	221	220	148	136	149	192	125	131	136	189
June	167	167	106	126	202	237	235	157	155	159	199	137	145	149	183
July	123	123	77	66	196	180	180	156	156	157	210	136	141	147	181
August	167	167	121	121	209	231	231	117	115	116	149	97	81	116	135
September	165	165	106	120	215	237	237	164	169	163	203	146	141	158	183
October	163	163	108	121	203	235	234	171	184	165	214	139	135	163	178
November	168	168	114	112	234	239	237	156	155	154	204	137	128	146	180
December	163	163	102	112	210	243	243	161	151	161	200	149	132	156	197

VALUE AND VOLUME INDEX NUMBERS, *continued*

in the article on trade in 1970 to be published in *Trade and Industry* on March 3, 1971.

Note:

(a) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969 and *Trade and Industry* of November 25, 1970).

(b) This series of index numbers, based on 1961 = 100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Release dates of economic statistics to be published in March

THIS NOTICE is issued by the Central Statistical Office on behalf of the Government Statistical Service as a guide to the dates of publication of major economic series in the forthcoming month. Where figures are supplied, under embargo, in advance of their publica tion date this is indicated by the symbol (E). Because of the effects of the dispute in the postal services on the collection of data, it is not possible to publish several weeks in advance the release dates of certain series (e.g. the index of industrial production, the retail price index, figures of employment and unemployment) and some of the dates which are given below are provisional. Further inquiries about individual series should be addressed to the source named.

Date	Series	Method of Release†	Source
March:			
1 Mon.	Car and commercial vehicle production (Jan.)	PN	DTI
2 Tues.	Official currency reserves (Feb.)	PN	Treasury
	National food survey report on consumption (4th qtr.) (E)	PN	MAFF
	Weekly fuel statement	PN	DTI
4 Thurs.	Consolidated Fund and National Loans Fund (Feb.) (E)	London Gazette	Treasury
	Number of foreign visitors to Britain (Jan.) (E)	PN	DTI
	London clearing banks monthly statement (Feb.) (E)	PN	CLCB
9 Tues.	U.K. balance of payments (4th qtr.)	PN	CSO/Treasury
	Weekly fuel statement	PN	DTI
11 Thurs.	U.K. overseas trade (Feb.)	PN	DTI
	Money supply (4th qtr.) (E)	Bulletin	Bank of England
	Domestic credit expansion (4th qtr.) (E)	Bulletin	Bank of England
	Capital issues and redemptions (Feb.) (E)	Bulletin	Bank of England
12 Fri.	Building societies receipts and loans (Feb.)	PN	BSA
	Crude steel production (Feb.) (E)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (4th qtr. final) (E)	PN	
16 Tues.	Weekly fuel statement	PN	DTI
17 Wed.	Wholesale price index numbers (Feb.) (E)	T & I	DTI
19 Fri.	Quarterly analysis of bank advances (Mid Feb.)‡	PN	Bank of England
21 Sun.	National Savings (monthly progress report) (Feb.) (E)	PN	DNS
22 Mon.	Engineering industries – deliveries and orders (Jan.)	PN	DTI
	Capital expenditure by the manufacturing, distributive and service industries (prov. 4th qtr.)	PN	DTI
	Stocks and work in progress in the manufacturing and distributive industries (Prov. 4th qtr.)	PN	DTI
23 Tues.	Weekly fuel statement	PN	DTI
	Electricity generation (Feb.)	PN	DTI
29 Mon.	Car and commercial vehicle production (Feb.)	PN	DTI
	Housing starts and completions (Feb.)	PN	D.of Environment
	House improvement grants (Feb.)	PN	D.of Environment
30 Tues.	London clearing banks monthly statement (March) (E)	PN	CLCB
	Weekly fuel statement	PN	DTI
	Bricks and Cement Production (Feb.)	PN	D.of Environment
31 Wed.	Central Government borrowing requirement (Feb.) (E)	Fin. Stats.	CSO/Treasury

† PN = Press release
‡ = May be delayed because of decimlization
T & I = *Trade and Industry*

New Business Monitor for miscellaneous manufacturers of paper and board

THE FIRST results of a new quarterly statistical inquiry into manufacturers' sales of a wide range of paper and board manufactures were published in the Business Monitor series on February 16. These include toilet paper, serviettes and other catering paperware, kitchen rolls and towels, Christmas crackers, etc., which are classified to Minimum List Heading 484/2 of the Standard Industrial Classification. The figures relate to the second quarter 1970.

Until now, little official short period information has been available in this field and one object of the new inquiry is to fill this gap in official statistics. An important aim also, however, is to provide industry itself with detailed figures of product sales for marketing and management purposes.

The new inquiry covers establishments employing 25 or more persons which account for a very high proportion of total output. In the second quarter of 1970, total sales of the paper and board manufactures falling within the scope of this inquiry, amounted to £25 million.

In view of the detailed nature of the new inquiry it was expected that firms would take some time to organize their records to provide the information sought. Response to the first quarter's inquiry did in fact prove to be slow but is now largely complete. In the second quarter's inquiry, returns have been received much more quickly and it is hoped progressively to speed up publication of future results.

The new monitor (Reference P87) is available on subscription of 37½p (7s. 6d.) per year from HMSO, PO Box 569, London, S.E.1.

The results of associated inquiries into packaging products of paper and board, etc. (MLH 482/1 and 482/2) and manufactured stationery (MLH 483) will be available shortly under References P67, P68 and P71 respectively, also on subscription of 37½p (7s. 6d.) per year.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Paper and Paper-making Materials for November 1970
Salt for December 1970
Metal-working Machine Tools for December 1970
Wood Chipboard for December 1970
Radios, Television Sets and Sound Reproducing Apparatus for November 1970

Quarterly at 37½p a year post free:

Linen for Fourth Quarter 1970
Brushes and Brooms for Third Quarter 1970
Rectifier Plant for Second Quarter 1970

Service and Distributive Series:

Quarterly at 37½p a year post free:

Assets and Liabilities of Finance Houses for Fourth Quarter 1970.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on February 17, on page 307.

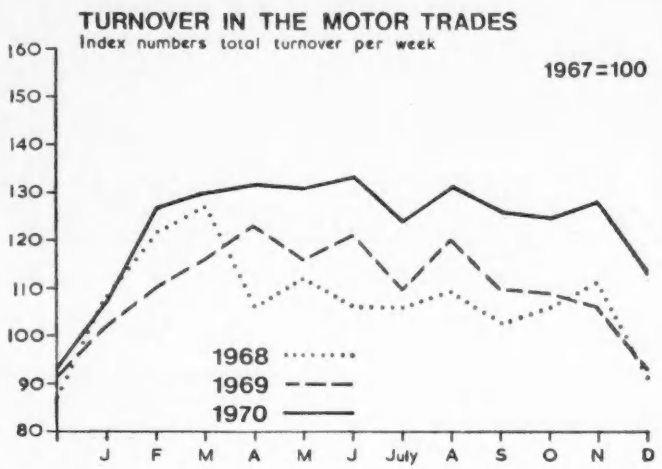
Turnover of the motor trades in December

THE TOTAL TURNOVER of the motor trades in December 1970 was 21 per cent more in value terms than in December 1969: the increase in the fourth quarter as a whole (19 per cent) was slightly less. With smaller rises in the first three quarters, the total for the whole of 1970 was 13 per cent more than in 1969.

The value of sales of new vehicles in the fourth quarter of 1970 was 32 per cent more than a year earlier, following much smaller increases in earlier quarters: the increases for both November and December were particularly large, consistent with the increases in registrations in those months. Receipts from sales of secondhand vehicles in the fourth quarter were 18 per cent up on a year earlier, rather more than the average increase in the first nine months. As the index numbers are of turnover at current prices, these movements include the effect of price changes: average prices of used cars, in particular, have risen very rapidly during 1970.

Sales in the fourth quarter of petrol, oil and accessories, together with receipts from servicing and repairs, were 12 per cent more than in the corresponding period of 1969, a rather larger increase than on average earlier in the year. It is estimated that about a third of the rise in the fourth quarter was due to higher prices.

Although, because of the postal strike, the December figures are based on returns from fewer contributors than usual, it is unlikely that the figures now published will need major revision when the remaining returns are received.



The Department of Trade and Industry is grateful to the many contributors who have helped by giving their returns by telephone.

Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
(£4,198 million)	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	126‡	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
	1969	2	8	11	7	1	6	9	9	16	3	13	5	11	6	3	4	5
	1970	13§	11	10	12	19	5	15	12	7	13	11	12	9	15	15	20	21
Analysis of turnover:																		
Sales of new motor vehicles	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
(£1,475 million)	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	123‡	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
	1969	4	21	17	8	-12	-24	20	19	39	—	14	3	16	3	7	-24	2
	1970	17§	12	12	16	32	5	15	16	4	12	19	21	9	19	23	36	38
Sales of secondhand motor vehicles	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
(£766 million)	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	112‡	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
	1969	3	15	5	2	2	5	20	15	10	8	9	8	4	2	—	2	5
	1970	12§	10	7	15	18	4	15	11	6	14	8	16	14	16	19	20	16
All other sales and receipts	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
(£1,958 million)	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	133‡	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
	1969	9	7	9	11	8	11	7	4	4	5	14	11	9	11	11	9	6
	1970	10§	10	10	8	12	7	15	9	9	13	7	6	6	12	9	12	14

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to December 1970.
§ Percentage change for period January to December 1970 compared with the corresponding period for 1969.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Machine tool deliveries and orders: orders continue to fall

PROVISIONAL FIGURES issued by the Department of Trade and Industry show that new orders during 1970 fell to £198 million, 8 per cent below 1969; the fourth quarter was £20 million below the peak of a year ago. Deliveries remained bouyant, with the total for the year rising 16 per cent above 1969. Final figures for the third quarter of 1970 show a downward revision in home new orders to £24.8 million and an upward revision in export new orders to £19.4 million.

Home market

In the fourth quarter, home new orders fell to their lowest level since mid-1967. Home deliveries for 1970 as a whole were 15 per cent above 1969. During 1970 there was little rise and a fall in the fourth quarter.

Export market

Whilst recording a 5 per cent increase over 1969, new export orders showed signs of slackening off towards the end of the year. The October figure of £9.8 million was inflated by over £1½ million of export orders taken by a single company. Export deliveries continued on a steady upward trend.

Numerically controlled machine tools

Total deliveries in the third quarter of 1970 rose to £4.4 million. This was mainly due to an 83 per cent increase in exports over the same quarter of 1969. New orders received, whilst continuing well above 1969 levels, dropped more than £2 million below the previous quarter. Home orders remained at a low level.

Tables on next page

Films Acts, 1960 to 1970: Registration statistics for year 1970

Table 1. Summary of registrations (corresponding 1969 figures in brackets)

Playing Time	Number of Films						Registered Playing Time (Minutes)					
	British				Foreign		British				Foreign	
	Quota		Non-Quota				Quota		Non-Quota			
Over 72 minutes	85 (†)	(71)	—	(—)	275	(294)	8,406	(7,424)	—	(—)	27,214	(28,648)
33⅓ to 72 minutes	11	(14)	—	(—)	14	(22)	508	(741)	—	(—)	820	(1,341)
Under 33⅓ minutes	106 (‡)	(104)	2	(—)	61	(105)	1,749	(1,536)	45	(—)	726	(1,157)
Newsreels	123	(211)	—	(—)	—	(—)	946	(1,625)	—	(—)	—	(—)

(†) Includes two films from Canada, one of which was made by a Government Department.
(‡) Includes six films from Canada and two from New Zealand, all of which were made by Government Departments, and one film from the Irish Republic.

Table 2. Countries of origin of foreign films registered

Country of Origin	Playing Time		
	Over 72 minutes	33⅓-72 minutes	Under 33⅓ minutes
Argentina	1	—	—
Brazil	2	—	—
Cuba	—	—	1
Czechoslovakia	—	—	1
Denmark	1	—	1
France	22	—	6
Germany (Federal Republic)	19	4	—
Germany (East)	1	—	1
Hungary	2	—	2
Italy	33	1	2
Japan	5	1	—
Mexico	1	—	—
Netherlands	1	—	1
Poland	1	—	—
Spain	1	—	—
Sweden	10	1	—
Switzerland	2	2	—
USA	124	4	38
USSR	2	—	—
Yugoslavia	—	—	1
Joint Productions			
Austria/USA	1	—	—
Belgium/France	1	—	—
Czechoslovakia/Italy	1	—	—
France/Italy	18	—	—
France/Spain	1	—	—
Germany (Federal Republic)/Italy	2	—	—
Germany (Federal Republic)/Spain	2	—	—
Italy/Monaco	1	—	—
Italy/Spain	3	—	—
Italy/USSR	1	—	—
Italy/Yugoslavia	1	—	—
France/Germany (Federal Republic)/Italy	2	—	—
France/Italy/Spain	3	—	—
Germany (Federal Republic)/Italy/Switzerland	1	—	—
Italy/Spain/USA	1	—	—
Others	8†	1‡	7§
Totals	275	14	61

† Three of these films were made by Commonwealth companies, four by United Kingdom companies, and one by a company in the Irish Republic, but application was not made for British registration.
‡ This film was made by a United Kingdom company, but application was not made for British registration.
§ Three of these films were made by Commonwealth companies, two by United Kingdom companies, and two were from the Irish Republic, but application was not made for British registration.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday February 19, 1971.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
One Brief Summer	Br/E 35350/21/2/76	86	February 16	Twentieth Century-Fox Film Co. Ltd.	Twickenham Film Associates Ltd.
Covent Garden At 2 a.m.	Br/E 35358/21/2/76	9	February 18	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
The Long Memory	Br/E 35359 /21/2/76	26	February 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2176	Br/E 35238/21/2/76	8	February 19	" " " "	" "
Movietone News 2176 A	Br/E 35239/21/2/76	8	February 19	" " " "	" "
				FOREIGN	
Bedroom Mazurka	F 35351	88	February 16	Gala Film Distributors Ltd.	Palladium Films, Copenhagen
The Revolutionary	F 35352	101	February 16	United Artists Corporation Ltd.	Pressman Williams Pictures Ltd.
Wild, Willing And Sexy	F 35353	74	February 16	S.F. Film Distributors Ltd.	Neue Delta Film, Vienna
Port Of Desire	F 35354	91	February 16	Ranworth Film Services Ltd.	Welp Productions, Paris
Five For Hell	F 35355	90	February 18	E. J. Fancey Productions Ltd.	Ambrosiana Cinematografica, Rome
The Landlord	F 35356	110	February 18	United Artists Corporation Ltd.	Mirisch Cartier Productions Inc.
Mrs. Pollifax – Spy	F 35357	110	February 18	" " "	Meteor Film Inc.

Table 1. Metal working machine tools orders and deliveries

£ million

	S.A. (‡)	Recorded figures: Deliveries			Orders outstanding (end of period)			Net new orders (†)		
		Total	Export	Home	Total	Export	Home	Total	Export	Home
1966		149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967		155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968		153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1969		171·9	67·6	104·3	149·3	64·5	84·8	215·7	83·0	132·7
1970 p		198·7	78·6	120·1	148·5	73·4	75·1	197·9	87·5	110·4
1969 1st quarter	39·1	41·3	16·0	25·3	114·8	50·2	64·6	50·6	17·1	33·5
2nd quarter	42·9	40·3	16·1	24·2	126·6	54·4	72·2	52·2	20·3	31·9
3rd quarter	44·2	43·7	15·9	27·8	133·0	56·7	76·3	50·0	18·2	31·8
4th quarter	15·7	46·6	19·6	27·0	149·3	64·5	84·8	62·9	27·4	35·5
1970 1st quarter	47·5	50·5	21·3	29·2	151·3	64·4	86·9	52·4	21·1	31·3
2nd quarter	51·7	48·3	17·0	31·3	162·0	72·7	89·3	59·0	25·4	33·6
3rd quarter	50·7	49·9	18·9	31·0	156·3	73·2	83·1	44·2	19·4	24·8
4th quarter p	48·8	50·0	21·4	28·6	148·5	73·4	75·1	42·2	21·6	20·6
1969 January	13·6	14·3	4·6	9·7	109·0	51·2	57·8	17·8	6·8	11·0
February	12·9	12·1	5·1	7·0	110·8	50·8	60·1	14·0	4·6	9·4
March	12·6	14·9	6·3	8·6	114·8	50·2	64·6	18·8	5·7	13·1
April	13·3	11·0	4·6	6·4	119·1	51·4	67·7	15·4	5·8	9·6
May	14·4	14·3	5·3	9·0	123·0	52·5	70·5	18·2	6·4	11·8
June	15·2	15·0	6·2	8·8	126·6	54·4	72·2	18·6	8·1	10·5
July	15·5	14·3	5·0	9·3	127·5	56·3	71·2	15·2	6·9	8·3
August	12·6	11·4	4·4	7·0	133·0	57·1	75·9	16·8	5·2	11·6
September	16·1	18·0	6·5	11·5	133·0	56·7	76·3	18·0	6·1	11·9
October	16·4	15·9	6·3	9·6	140·6	60·8	79·8	23·5	10·5	13·2
November	14·3	14·4	6·5	7·9	146·4	63·4	83·0	20·2	9·1	11·1
December	15·0	16·3	6·8	9·5	149·3	64·5	84·8	19·2	8·0	11·2
1970 January	14·5	15·3	6·7	8·6	150·7	63·9	86·8	16·7	6·0	10·7
February	16·4	15·4	6·4	9·0	152·1	64·4	87·7	16·8	7·0	9·8
March	16·6	19·8	8·2	11·6	151·3	64·4	86·9	18·9	8·1	10·8
April	18·9	15·8	5·8	10·0	155·6	67·4	88·2	20·2	8·9	11·3
May	15·6	15·4	5·5	9·9	159·6	70·1	89·5	19·4	8·2	11·2
June	17·2	17·1	5·7	11·4	162·0	72·7	89·3	19·4	8·3	11·1
July	16·1	15·0	4·4	10·6	164·5	75·2	89·3	17·5	6·9	10·6
August	18·2	16·5	6·9	9·6	161·8	76·2	85·6	13·9	7·9	6·0
September	16·4	18·4	7·6	10·8	156·3	73·7	83·1	12·3	4·6	8·2
October p	17·6	17·2	6·9	10·3	154·9	76·2	78·7	15·7	7·8	5·9
November p	14·5	14·6	6·5	8·1	152·1	75·4	76·7	11·9	5·7	6·2
December p	16·7	18·2	8·0	10·2	148·5	73·4	75·1	14·6	6·1	8·5
January-December 1970 p		198·7	78·6	120·1	148·5	73·4	75·1	197·9	87·5	110·4
January-December 1969		171·9	67·6	104·3	149·3	64·5	84·8	215·7	83·0	132·7
Percentage change		*+16*	*+16*	*+15*	*–1*	*+14*	*–11*	*–8*	*+5*	*–17*

p Provisional.
(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) Total deliveries – seasonally adjusted.
(§) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Numerically controlled metal working machine tools

	Deliveries during the quarter: Total		Export		Home		New orders received during the quarter: Total		Export		Home	
	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14,627	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1967 1st quarter	93	1,324		322		1,002	89	1,745	12	509	77	1,236
2nd quarter	112	1,385		308		1,077	124	3,577	36	2,135	88	1,442
3rd quarter	114	2,172		936		1,236	121	2,473	23	510	98	1,963
4th quarter	139	2,622		968		1,654	135	2,635	30	532	105	2,103
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,842
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2,428	81	2,182	220	6,677	89	2,354	131	4,137
1970 1st quarter	135	3,692	52	1,387	83	2,305	215	6,039	120	3,205	95	2,834
2nd quarter	141	3,843	45	1,185	96	2,658	227	7,162	110	3,885	117	3,277
3rd quarter	179	4,388	84	2,317	95	2,071	156	4,912	67	2,313	89	2,599
4th quarter												
January-September 1970	455	11,923	181	4,889	274	7,034	598	18,113	297	9,403	301	8,710
January-September 1969	396	10,017	123	3,713	273	6,304	473	10,925	159	4,330	314	6,595
Percentage change		*+19*		*+32*		*+27*		*+66*		*+117*		*+32*

Note: Prior to 1968 numbers for Export Deliveries were not collected.

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'Economic Progress Report' for March

THE MARCH issue of *Economic Progress Report*, published by HM Treasury, on February 17, contains articles on Public Expenditure (outlining the Government's public expenditure programmes for the period 1969-70 to 1974-75 as set out in the White Paper published on January 28); Negotiations with the EEC (summarizing the course of the negotiations so far); and Monthly economic assessment (see also *Trade and Industry*, February 17, page 339).

Hosiery and other knitted goods—index of production

IN THE FOURTH quarter of 1970 the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 3 per cent more than in the third quarter.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1970 are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

Index of the volume of production of hosiery and other knitted goods (including knitted fabrics)

1963 = 100

1964	109
1965	114
1966	114
1967	114
1968	132
1969	147
1970	149

	Actual	Seasonally adjusted
1969 1st quarter	133	144
2nd quarter	145	156
3rd quarter	142	142
4th quarter	166	146
1970 1st quarter	138	153
2nd quarter	143	149
3rd quarter	144	144
4th quarter	170	149
1969 July	129	139
August	131	137
September	166	149
October	176	146
November	179	146
December	143	145
1970 January	123	148
February	151	155
March	141	157
April	140	140
May	135	154
June	155	154
July	127	137
August	140	153
September	166	142
October p	184	152
November p	184	150
December p	144	146

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Deliveries and orders in the engineering industries

THE RETURNS covering deliveries and orders in the engineering industries have been affected by the postal strike. Thanks to the co-operation of firms in providing figures over the telephone index numbers can be published but they should be treated with extra caution.

Provisional figures are now available for the whole of 1970. Total deliveries for the year were slightly up on 1969 mainly as a result of an 8 per cent rise in export deliveries. Export net new orders show only a 1 per cent rise over the high 1969 level whilst home net new orders rose by 4 per cent. Orders-on-hand for both home and export markets were about 10 per cent higher than at the beginning of the year.

Looking at the recent trends suggested by the three-monthly comparisons total deliveries remain flat although export deliveries have risen. The large increase in export net new orders is partly a recovery from the low third quarter level rather than any upturn in the trend, it also includes one large order for a process plant. The rise in home net new orders is also mainly due to the large plant order rather than a general increase.

Description of statistics

To assist in the interpretation of trends, the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience become available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Engineering and electrical goods (SIC orders VI, VII, IX) seasonally adjusted†

Index numbers of the volume of orders and deliveries(†)

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970 p	127	142	135	108	139	133	188	154	143
1968 1st quarter	105	119	122	98	120	125	126	116	114
2nd quarter	104	122	124	96	122	127	129	125	117
3rd quarter	106	130	125	96	126	126	137	141	122
4th quarter	106	128	127	96	128	129	139	128	122
1969 1st quarter	110	139	128	97	133	130	152	155	125
2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	137	133	100	133	131	175	148	137
2nd quarter	122	145	135	102	137	132	186	169	142
3rd quarter	123	138	137	103	139	134	183	134	143
4th quarterp	127	149	137	108	145	133	188	162	150
1969 October	116	148	138	99	143	135	168	162	147
November	117	139	132	99	132	131	171	157	135
December	117	130	131	99	128	130	171	133	135
1970 January	120	155	130	102	147	128	176	176	135
February	119	122	131	100	119	130	176	133	135
March	118	135	138	100	134	136	175	135	143
April	119	137	134	97	110	133	185	213	137
May	119	131	128	99	141	127	181	101	130
June	122	169	142	102	160	137	186	194	157
July	122	126	131	101	124	130	186	130	131
August	123	152	138	103	150	136	188	157	141
September	123	136	142	103	143	136	183	116	156
October p	122	131	139	103	130	134	180	133	152
November p	126	168	133	107	161	127	186	189	149
December p	127	149	140	108	143	137	188	165	148
Average:									
Latest 3 months	127	149	137	108	145	133	188	162	150
Previous 3 months	123	138	137	103	139	134	183	134	143
Percentage change‡	*+4*	*+8*	Nil	*+4*	*+4*	*−1*	*+3*	*+21*	*+5*

p Provisional †At constant prices

‡ In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier

WHOLESALE PRICE INDEX NUMBERS

Output prices rose rapidly in 1970

OUTPUT PRICES increased continuously and strongly throughout the whole of 1970. Between December 1969 and December 1970 the index for all manufactured products rose 8 per cent, nearly twice as fast as during 1969. There was less pressure than during 1969 from materials price increases on output prices of manufacturing industry considered as a whole during the course of the year. The price index of basic materials and fuel used in manufacturing rose about 2 per cent between December 1969 and December 1970, compared with a rise of 5 per cent during 1969.

Basic materials and fuel

The index for all manufacturing rose 1½ per cent during the first three months of 1970 but then fell in each of the next five months, 2½ per cent in all, mainly under the impact of sharply declining copper prices. The index subsequently rose 3 per cent partly for seasonal reasons to end the year 2 per cent higher than in December 1969. The 1970 average for the index was some 4 per cent above 1969, because the index was increasing through most of 1969.

Table A(i) shows the end-year to end-year changes in the commodity groups included in the index, together with their effect on the overall index. Most of the commodities included are imported, with prices influenced by world supply and demand.

There were sharp price changes, both upwards and downwards, in most of the commodity groups. Steep declines in non-ferrous metal and rubber prices reversed the strong upward tendency of the previous year. Wool prices continued to fall sharply last year, and the impact of price reductions in these three groups exerted a substantial downward tendency on the overall index. But except for hides and skins, there were increases in prices for other groups, several affecting the overall index by over ½ per cent. These included crude petroleum whose prices rose markedly in the second half of 1970 after declining slowly for about two years. Other mineral products, and fuel, which are mainly home produced, together increased the index by 2½ per cent, a little more than foodstuffs and tobacco, the group with the greatest weight in the overall index. A sharp rise of 11 per cent in prices of paper-making materials also had a substantial effect on the index.

Table A (i): Commodities represented in the index for All Manufacturing Industry

Commodity	Percentage change December 1969 to December 1970		Effect on price index of basic materials and fuel used in manufacturing industry	
Ores and metals:				
Ferrous	+12·3		+0·4	
Non-ferrous		−23·4		−5·0
Crude petroleum	+ 9·0		+1·1	
Other mineral products	+22·5		+1·4	
Raw wool		−12·1		−0·4
Other textile materials	+ 2·7		+0·1	
Timber	+ 4·8		+0·2	
Paper-making materials	+10·8		+0·9	
Oils, oilseeds, nuts and kernels	+ 8·0		+0·2	
Hides and skins		−16·7		−0·2
Natural rubber		−17·9		−0·3
Foodstuffs and tobacco	+ 6·8		+2·6	
Other materials	+13·7		+0·3	
Fuel	+ 9·4		+1·6	
Total – Materials and fuel used in manufacturing industry	+ 2·3		+2·9	

Table A (ii): Purchases by Broad Sectors of Industry

Sector	Index Numbers 1963 = 100		
	December 1969	December 1970 p	Percentage change
All manufacturing industry	125·2	128·1	+ 2·3
Food manufacturing	119·0	127·7	+ 7·3
Manufacturing: other than food, drink and tobacco	128·4	128·5	+ 0·1
Chemicals and allied	119·6	129·1	+ 7·9
Steel industries	120·0	132·3	+10·2
Mechanical engineering	132·4	139·3	+ 5·2
Electrical engineering	156·9	144·9	+ 7·6
Electrical machinery	143·8	146·0	+ 1·5
Textiles	102·9	104·6	+ 1·7
Clothing and footwear	117·0	122·8	+ 5·0
Timber	129·8	137·9	+ 6·2
Paper	124·3	137·9	+10·9
Construction	123·0	133·8	+ 8·8
Housebuilding	125·2	136·2	+ 8·8

Materials and fuel used in broad sectors of industry

Movements in price index numbers for materials and fuel used in selected broad sectors of industry are shown in Table A(ii). In most cases there were increases in excess of 4 per cent between December 1969 and December 1970, and for most sectors there was a sharper rise than during the previous year. This may at first sight seem inconsistent with the relatively small increase during 1970 in the price index for materials and fuel purchased by manufacturing industry as a whole, an increase which was substantially less than during 1969. However, the index numbers measure price movements of materials and fuel purchased from outside the sector concerned. Purchases from within the particular sector are excluded. Thus the index for manufacturing industry as a whole consists mainly of imported materials, which changed little overall during 1970. Index numbers for sectors within manufacturing also include imported materials, but are influenced by purchases of intermediate products from other sectors of manufacturing industry. Sharply rising home costs in 1970 through their effect on the prices of intermediate products therefore tended to be

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Table B (i): Analysis of index of all manufactured products by industry of origin

Industry Group	Percentage change December 1969 to December 1970	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+ 6·5	+2·8
Coal and petroleum products (IV)	+10·0	+0·3
Chemicals and allied industriss (V)	+ 6·1	+0·4
Metal manufactures (VI)	+ 6·6	+0·2
Mechanical engineering (VII)	+11·4	+1·4
Electrical engineering (IX)	+ 8·9	+0·8
Other engineering and allied industries (VIII), X, XI and XII)	+ 8·1	+1·4
Textiles (XIII)	+ 4·7	+0·2
Clothing and footwear (XV)	+ 5·9	+0·4
Timber, furniture, etc. (XVII)	+ 9·3	+0·3
Paper, printing and publishing (XVIII)	+11·7	+0·8
Other manufactures (XIV, XVI an XIX)	+ 9·6	+0·7
Total – All manufactured products – Home sales	+ 7·9	+9·7

Table B (ii): Output of broad sectors of industry

Sector	Index numbers 1963 = 100		
	December 1969	December 1970 p	Percentage change
All manufactured products – Home sales	122·4	132·1	+ 7·9
Food manufacturing	121·5	134·9	+11·0
Manufacturing: other than food, drink and tobacco	118·6	128·9	+ 8·6
Chemicals and allied industries	107·7	113·9	+ 5·7
Steel industries	120·5	134·7	+11·8
Engineering and allied industries	121·0	132·7	+ 9·7
Mechanical engineering	123·6	137·6	+11·3
Electrical engineering	119·7	130·8	+ 9·2
Textile industries	112·5	117·9	+ 4·8
Clothing and footwear	112·4	119·0	+ 5·9
Timber	124·3	135·6	+ 9·1
Paper	121·3	135·8	+12·0

reflected much more strongly in the materials and fuel index numbers for individual sectors.

The index for the food manufacturing industries rose a little over 1 per cent last year up to August; in this period of the year the index is subject to downward pressures from seasonal factors and the rise compared with a fall of 2½ per cent in the corresponding period of 1969. The index rose sharply in the remainder of the year and recorded a rise of 7 per cent in the year as a whole. Imported materials rose by 5 per cent and home-produced (including packing materials and fuel) at twice this rate.

The impact of materials price changes on index numbers for other broad sectors varied considerably. At one extreme there were increases during 1970 of 10 to 11 per cent in the index numbers for the paper industries, mainly because of higher prices for woodpulp, and for the steel industries, where rises for coke and iron ore had a significant impact. There was also a substantial rise of 8 per cent in the index for the chemical industries due to a wide range of materials price increases. The index for electrical engineering on the other hand fell 7½ per cent due to lower prices for copper and brass products, and there was a comparatively small rise of 1½ per cent in the index for the textiles industries with a sharp decline in wool prices exerting a substantial downward tendency on the overall index. There were increases of 5 to 6 per cent in the index numbers of prices of materials and fuel used by the mechanical engineering, clothing and footwear and timber industries.

Prices of house building materials, and those of construction materials generally, rose nearly 9 per cent during 1970. Increased prices for all materials other than copper and brass tubes contributed to the rise.

Output prices

The price index for home sales of manufactured products rose strongly throughout 1970. There was a sharper rise, of about 3 per cent, during both the first four and the last four months than in the middle four months, when the increase was 2 per cent. In the past, the index has tended to increase faster in the earlier part of the year relative to the rest of the year, but seasonal factors alone would be insufficient to explain the contrast between the first and second four months. The falling tendency of materials and fuel prices between March and August was an additional factor in explaining the easing off of the rate of output price increase during the middle four months. In view of the partly seasonal nature of the increase in the early months of the year, the similarity between the changes during the first four and during the last four months indicates that the underlying rate of increase in output prices was at least as great at the end as at the beginning of 1970.

Table B (i) shows the effect of price changes in various industry groups on the index for all manufactured products. The products included cover only goods sold outside manufacturing industry (including sales to construction, mining and quarrying, etc., as well as finished consumer goods) and sales of capital goods. Thus sales of metal manufactures (Order VI), for example, do not directly affect the index for all manufactured products to a very marked extent, as most of the output is sold to other sectors of manufacturing.

Much the greatest impact upon the index for all manufactured products during 1970 was from price increases in the food, drink and tobacco group. This reflects the substantial weight that these

(*Text continued on page* 406)

Table C. Analysis of changes in price quotations for individual items, December 1969 - December 1970

SIC Order	Total quotations	Quotations unchanged		Quotations increased		Increased						Quotations decreased	
		No.	%	No.	%	Under 2%	2%–4%	4%–6%	6%–8%	8%–10%	Over 10%	No.	%
Coal and Petroleum Products / Chemical and Allied Industries (IV and V)	1,246	339	27·2	835	67·0	63	95	122	130	99	326	72	5·8
Metal Manufactures (VI)	374	10	2·7	315	84·2	5	2	5	21	21	261	49	13·1
Engineering and Electrical Goods (VII, VIII and IX)	3,483	654	18·8	2,738	78·6	75	148	383	318	313	1,501	91	2·6
Shipbuilding and Marine Engineering and Vehicles (X and XI)	359	49	13·6	309	86·1	9	23	37	47	58	135	1	0·3
Metal Goods not elsewhere specified (XII)	990	97	9·8	871	88·0	16	43	119	92	88	513	22	2·2
Textile Industries other than Clothing (XIII)	728	151	20·8	523	71·8	104	49	93	76	69	132	54	7·4
Leather, Leather Goods and Fur (XIV)	62	8	12·9	46	74·2	4	8	10	11	4	9	8	12·9
Clothing and Footwear (XV)	649	150	23·1	486	74·9	143	76	73	64	38	92	13	2·0
Bricks, Pottery, Glass, Cement, etc. (XVI)	505	61	12·1	441	87·3	1	16	62	52	57	253	3	0·6
Timber, Furniture, etc. (XVII)	423	50	11·8	368	87·0	21	21	67	45	35	179	5	1·2
Paper, Printing and Publishing (XVIII)	696	127	18·3	557	80·0	8	13	54	66	77	339	12	1·7
Other Manufacturing Industries (XIX)	651	159	24·4	468	71·9	24	43	46	130	48	177	24	3·7
1969/70 Total	10,166	1,855	18·2	7,957	78·3	473	537	1,071	1,052	907	3,917	354	3·5
1968/9	9,280	3,015	32·5	5,772	62·2	536	735	1,276	986	640	1,599	493	5·3
1967/8	9,091	3,189	35·1	5,340	58·7	571	894	1,497	936	555	887	562	6·2
1966/7	8,741	5,420	62·0	2,397	27·4	363	597	651	244	171	371	924	10·6

WHOLESALE PRICE INDEX NUMBERS, *continued*

Chart 1
ALL MANUFACTURING INDUSTRY

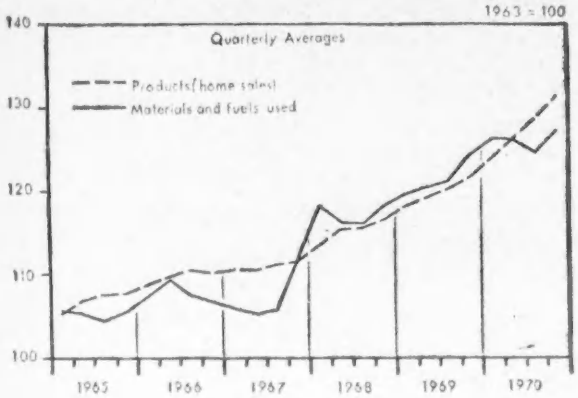


Chart 2
MANUFACTURING INDUSTRY (OTHER THAN FOOD DRINK AND TOBACCO)

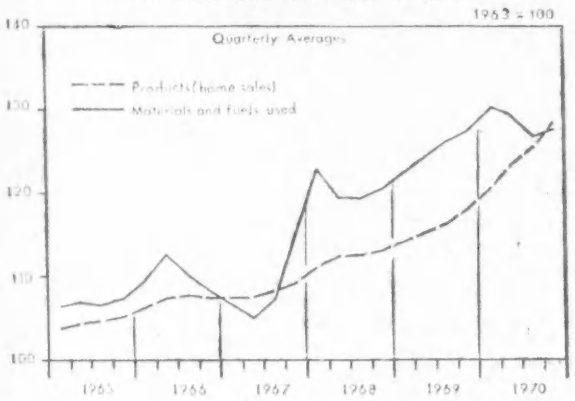


Chart 3
FOOD MANUFACTURING INDUSTRIES

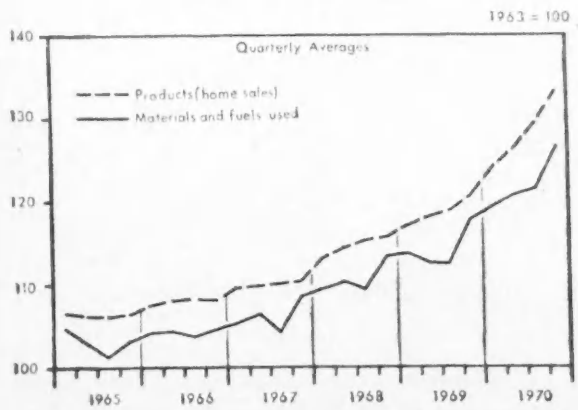


Chart 4
CHEMICALS & ALLIED INDUSTRIES

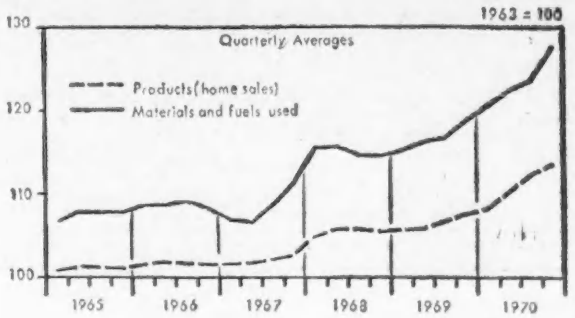


Chart 5
STEEL INDUSTRIES

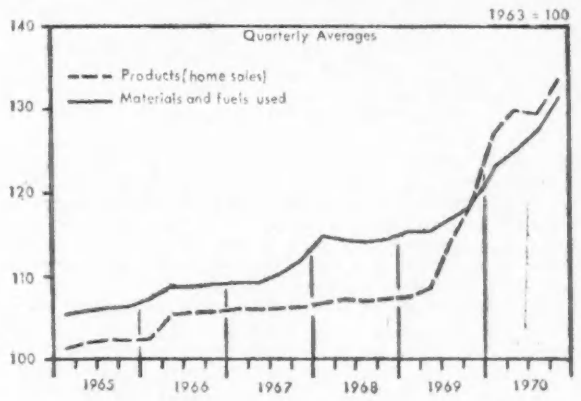


Chart 6
MECHANICAL ENGINEERING INDUSTRIES

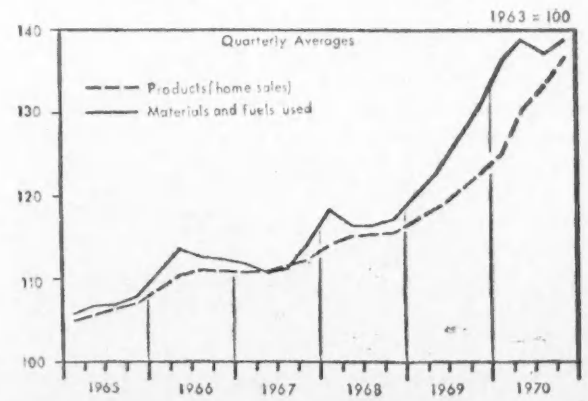


Chart 7
ELECTRICAL ENGINEERING INDUSTRIES

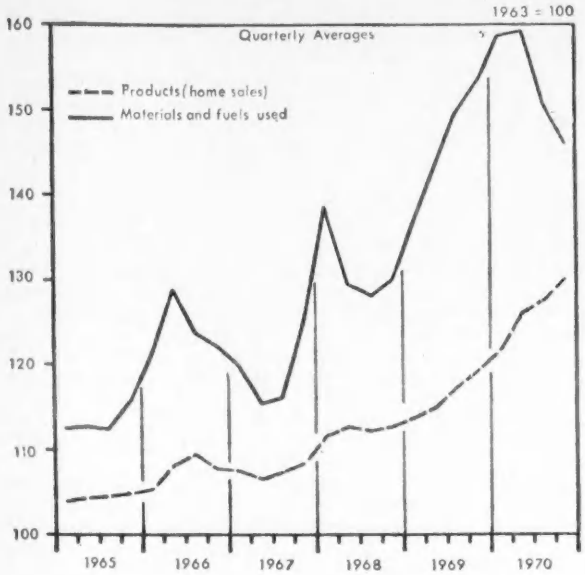


Chart 8
TEXTILE INDUSTRIES

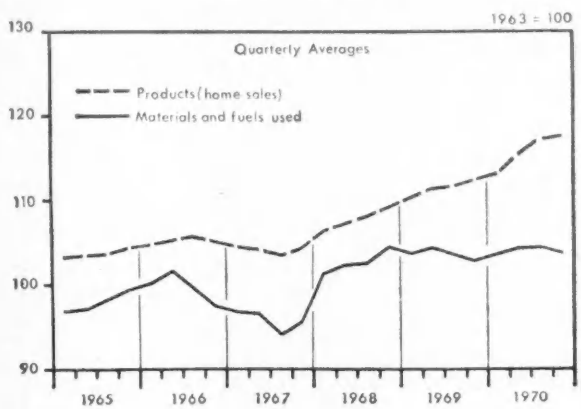


Chart 9
CLOTHING & FOOTWEAR INDUSTRIES

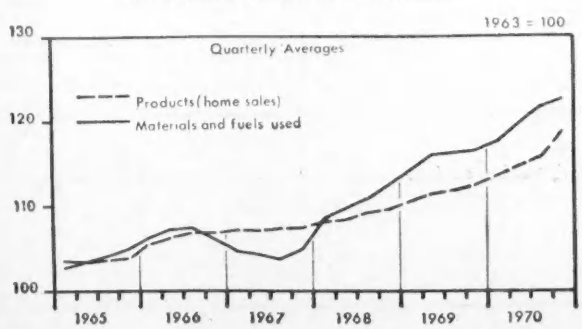


Chart 10
TIMBER INDUSTRIES

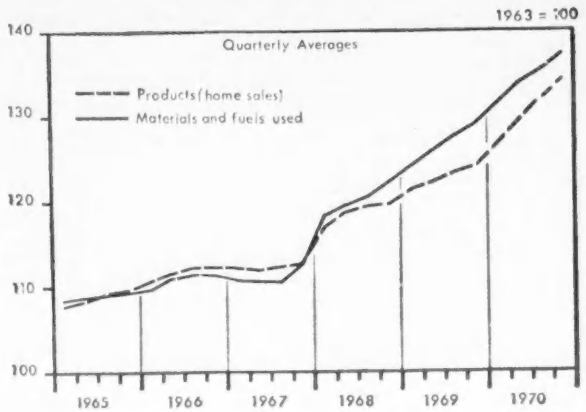


Chart 11
PAPER INDUSTRIES

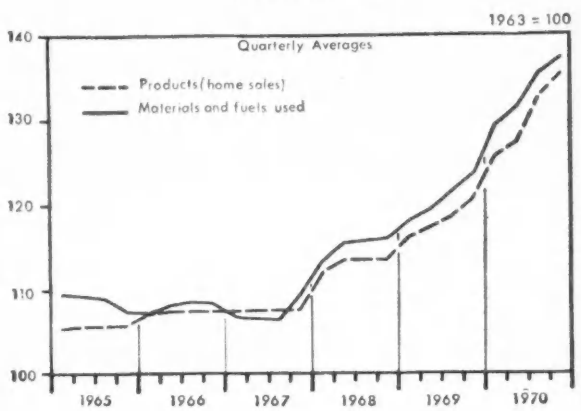
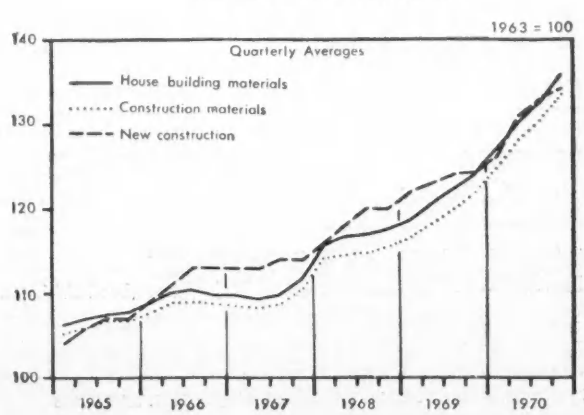


Chart 12
BUILDING & CIVIL ENGINEERING



(Continued on next page)

WHOLESALE PRICE INDEX NUMBERS, *continued*

products have in the overall index rather than the size of price increase, which at 6½ per cent was in fact smaller than those for most other industry groups. The price increase for the group was the product of two contrasting increases, for food manufactures on the one hand (11 per cent higher) and drink and tobacco on the other (about 2 per cent higher). There were no duty changes on drink and tobacco in 1970.

Output of broad sectors of industry (home sales)

Table B(ii) gives the end-year to end-year changes in price index numbers for home sales of selected broad sectors of industry.

There was a sustained rise in the price index for products of the food manufacturing industries which rose 11 per cent between December 1969, and December 1970. This was more than twice the increase during the previous year.

In the non-food sectors, the sharpest rises during the year were, as in 1969, in the index numbers for the steel and paper industries, both of which rose 12 per cent. There were two general steel price increases in 1970, averaging about 6½ per cent in February and 4 per cent in October. The index for the paper industries rose particularly sharply in the first and third quarters, following major woodpulp price increases in January and July.

Prices of mechanical engineering products rose steadily through 1970, 11 per cent in all. The index for electrical engineering rose 6½ per cent during the first half of the year, but the rate of increase fell to 2½ per cent in the second half. The contrast between the two half years was probably associated with changing trends in prices of materials purchased by this sector. In the engineering industries as a whole (including vehicles and other metal goods as well as mechanical and electrical engineering) prices rose nearly 10 per cent between December 1969 and December 1970.

The index for the timber industries rose sharply by 3½ per cent during the first quarter of the year. Subsequent increases were at a slower rate, but amounted to over 2 per cent during the last quarter and 9 per cent during the year as a whole. Increases in the index numbers for the chemicals and allied industries, the textile industries and clothing and footwear were, at between 5 and 6 per cent, less than the increases in other sectors but were over double their annual average rate of increase since 1963.

Table C analyses the number and size of price changes in the individual quotations used to construct the output price series (other than those for food, drink and tobacco). As might be expected in a year when output prices as a whole rose about 8 per cent, the proportion of quotations that were higher at the end of 1970 than at the end of 1969 was very high at over three-quarters of the total, and for no industry group was this proportion below two-thirds. The strong inflationary trend in 1970 is also reflected in a high proportion – almost one half – of increases in excess of 10 per cent. This compares with 28 per cent in 1969, which was itself substantially more than in earlier years.

A small proportion of quotations, about 3½ per cent, were lower in December than a year before. This proportion was as high as 13 per cent in the case of metal manufactures, even though the proportion of quotations rising by over 10 per cent was higher than in other groups of industries. This reflects the divergent trends for ferrous and non-ferrous metals last year.

Table 1

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual Average					Percentage changes				
		1966	1967	1968	1969	1970 p	1965-1966	1966-1967	1967-1968	1968-1969	1969-1970
	Materials purchased by Manufacturing Industry										
Orders III to XIX	Basic materials and fuel used in manufacturing industry.	108·0	107·5	117·3	121·4	126·1	+2·5	− 0·5	+ 9·1	+ 3·5	+ 3·9
	Basic materials	107·3	106·3	117·0	121·6	126·2	+2·5	− 0·9	+10·1	+ 3·9	+ 3·8
	†Fuel	112·9	115·4	119·7	120·1	125·7	+4·0	+2·2	+ 3·7	+ 0·3	+ 4·7
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	110·2	108·4	120·5	125·0	128·5	+3·2	− 1·6	+11·3	+ 3·7	+ 2·8
	Basic materials other than fuel	109·6	106·7	120·7	126·1	129·1	+3·0	− 2·6	+13·1	+ 4·5	+ 2·4
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY										
211 to 229	Food manufacturing industries	104·2	106·0	110·6	114·2	122·0	+1·2	+1·7	+ 4·3	+ 3·3	+ 6·8
Order V	Chemicals and allied industries	108·7	108·4	115·1	116·7	123·7	+1·0	− 0·3	+ 6·2	+ 1·4	+6·0
311 and 312	Steel industries	108·4	110·0	114·4	116·7	127·0	+2·4	+1·5	+ 4·0	+ 2·0	+ 8·8
Order VII (excluding MLH 342)	Mechanical engineering industries	112·3	112·0	117·1	125·0	137·8	+5·1	− 0·3	+ 4·6	+ 6·7	+10·2
Order IX	Electrical engineering industry	124·2	119·2	131·6	145·7	153·6	+9·5	− 4·0	+10·3	+10·7	+ 5·4
361	Electrical machinery industry	118·0	115·8	124·9	134·9	147·8	+8·8	− 1·9	+ 7·9	+ 8·0	+ 9·6
Order XIII	Textile industries	99·8	95·9	102·6	103·6	104·0	+2·0	− 3·9	+ 7·0	+ 1·0	+ 0·4
Order XV	Clothing and footwear industries	106·6	104·4	110·4	115·8	120·4	+2·5	− 2·1	+ 5·7	+ 4·9	+ 4·0
Order XVII	Timber industries	110·9	111·3	120·3	126·9	134·6	+1·8	+0·4	+ 8·1	+ 5·5	+ 6·1
481 to 484	Paper industries	108·0	107·3	115·1	120·7	133·4	− 0·7	− 0·6	+ 7·3	+ 4·9	+10·5
Order XX	Construction materials	108·6	109·1	114·8	119·1	129·2	+2·4	+0·5	+ 5·2	+ 3·7	+ 8·5
Part of Order XX	House building materials	109·7	110·1	116·8	121·5	131·4	+2·3	+0·4	+ 6·1	+ 4·0	+ 8·1

† Coal (except for carbonizing), gas and electricity. Crude oil and coal for carbonizing are included in basic materials

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Table 2

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual Averages					Percentage changes				
		1966	1967	1968	1969	1970 p	1965/1966	1966/1967	1967/1968	1968/1969	1969/1970
	Output of Manufactured Products										
Orders III to XIX	All manufactured products: Total sales	190·5	111·1	116·7	120·9	128·7	+3·2	+1·5	+5·0	+3·6	+ 6·5
	Home sales	109·6	110·9	115·3	119·8	127·7	+2·6	+1·2	+4·0	+3·9	+ 6·6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	107·8	109·3	115·1	118·6	126·9	+3·4	+1·4	+5·3	+3·0	+ 7·0
	Home sales	107·3	108·2	112·4	115·9	124·5	+2·6	+0·8	+3·9	+3·1	+ 7·4
	Output of Selected Broad Sectors of Industry ‡										
211 to 229	Products of the food manufacturing industries: Home sales	107·9	109·9	114·5	118·6	128·2	+1·6	+1·9	+4·2	+3·6	+ 8·1
Order V	Chemicals and allied industries: Total sales	103·2	103·7	108·1	109·6	115·2	+1·0	+0·5	+4·2	+1·4	+ 5·1
	Home sales	101·7	102·1	105·4	106·4	111·1	+0·7	+0·4	+3·2	+0·9	+ 4·4
311 and 312	Steel industries: Total sales	104·3	105·4	107·5	113·2	130·4	+2·7	+1·1	+2·0	+5·3	+15·2
	Home sales	104·9	106·1	107·1	112·4	130·1	+2·9	+1·1	+0·9	+4·9	+15·7
Orders VII to XII	Engineering and allied industries: Total sales	108·3	110·3	116·0	119·7	129·1	+3·6	+1·8	+5·2	+3·2	+ 7·9
	Home sales	108·1	109·0	113·1	117·4	127·9	+3·2	+0·8	+3·8	+3·8	+ 8·9
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	110·4	111·5	115·1	119·9	131·7	+4·1	+1·0	+3·2	+4·2	+ 9·8
Order IX	Electrical engineering: Home sales	107·6	107·5	112·4	116·3	126·4	+3·1	- 0·1	+4·6	+3·5	+ 8·7
Order XIII	Textile industries: Total sales	105·6	104·9	108·7	112·8	116·9	+1·4	- 0·7	+3·6	+3·8	+ 3·6
	Home sales	105·2	104·1	107·8	111·5	115·8	+1·4	- 1·0	+3·6	+3·4	+ 3·9
Order XV	Clothing and footwear: Home sales	106·4	107·2	108·9	111·5	115·3	+2·9	+0·8	+1·6	+2·4	+ 3·4
Order XVII	Timber industries: Home sales	111·7	112·3	118·7	122·7	130·9	+2·8	+0·5	+5·7	+3·4	+ 6·7
481 to 484	Paper industries: Home sales	107·4	107·6	113·1	118·2	130·5	+1·7	+0·2	+5·1	+4·5	+10·4
Order XX	New construction‡	111	113	118	124	131	+4·7	+1·8	+4·4	+5·1	+ 5·6

‡ Index of building costs

Notes on Index Numbers of Wholesale Prices – 1963 = 100

(1) The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1963.

(2) The index numbers are calculated from the price movements of some 11,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. In building up the index numbers, price movements are combined in proportion to the value of net purchases or net sales in 1963. This used of net weights means that the price movements used to compile the index number for a particular sector of industry are only those which relate to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded.

(3) The weights have been derived from the Census of Production, short-term statistics of production, the Trade Accounts, information supplied by trade associations and from various other sources.

(4) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. The index numbers of materials purchased by industry include imported materials. Few indicators of export prices are available, but where possible export unit value index numbers have been used in their absence to construct index numbers of total sales. The price index numbers of total sales are consequently less reliable than those of home market sales.

(5) Commodity index numbers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the index numbers include the value of sales of the principal products of an industry by undertakings classified to other Census industries.

(6) In determining the weights used in calculating index numbers which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(7) As far as possible 'delivered' prices are used in compiling the index numbers of materials purchased by industry; 'ex-works' prices are used in compiling the index numbers of commodities produced in the United Kingdom, unless it is the normal custom of the trade to quote delivered prices. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(8) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(9) To facilitate further calculation the index numbers are given to one decimal place in most cases, but small month to month movements have little significance. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the index numbers of purchases and output of sectors of industries in Tables 1 and 2.

(10) The series of wholesale price index numbers based on 1963 = 100 was introduced in the *Board of Trade Journal* on February 14, 1969. Previously the index numbers were based on 1954 = 100, and the differences between this series and the new series were explained in an article in the issue of the *Board of Trade Journal* dated February 21, 1969.

(11) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

(*Continued on next page*)

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table (3a) Commodities produced in the United Kingdom - 1963 = 100

1968 Standard Industrial Classification References		Annual Averages				
		1966	1967	1968	1969	1970 p
	PRODUCTION OF MINING AND QUARRYING:					
101	Coal	110·1	112·9	112·9	114·1	131·4
	Domestic coal	113·2	115·3	116·2	119·1	132·2
102/1	Granite and other chippings, aggregates and roadstones	103·3	100·7	99·8	100·7	104·3
102/2	Slates	117·3	116·5	119·3	120·6	122·9
109/3	Salt	96·1	97·2	95·6	95·6	98·1
	FOOD, DRINK AND TOBACCO:					
211/1	Flour	105·8	114·8	121·7	122·5	123·0
216	Sugar, refined	89·3	91·5	93·9	97·1	95·0
217	Chocolate and sugar confectionery	103·9	107·7	115·0	123·9	135·4
231	Beer	123·7	128·3	130·4	140·0	146·3
240	Tobacco and cigarettes	122·3	122·2	127·9	138·4	138·8
	COAL AND PETROLEUM PRODUCTS:					
262	Motor spirit, standard grade (including duty)	115·7	121·6	131·6	145·1	147·2
262	Medium fuel oil (950 secs.)	100·6	108·4	114·0	110·2	112·4
263	Lubricating oils and greases	102·3	104·2	111·7	110·5	114·1
	CHEMICALS AND ALLIED INDUSTRIES:					
271	General chemicals	100·0	100·3	102·9	104·1	107·2
	Acetic acid, B.S.S. 576 – 1950	92·2	94·5	97·8	97·8	99·7
	Acetone, B.S. 509 – 1964	97·7	100·2	103·8	105·1	106·9
	Aluminium sulphate (14 per cent Al_2O_3)	112·8	115·4	119·2	119·2	121·8
	Barium carbonate, precipitated 98/99 per cent in powder form	104·9	108·5	115·7	124·0	134·0
	Barium chloride, fine crystals, 98/99 per cent	112·8	119·4	129·2	129·2	130·7
	Benzole, pure, B.S.S. 135/2 – 1963	81·8	82·7	84·0	88·3	93·3
	Butanol, B.S.S. 508 – 1966	95·5	94·5	96·7	94·0	94·9
	Ethyl alcohol, industrial, B.S. 307 – 1966 (P.B.S.)	107·0	107·0	107·1	107·2	110·7
	Hydrogen peroxide, 130 vol.	100·0	100·0	100·0	100·0	105·1
	Liquid chlorine	98·1	101·0	105·8	109·3	116·4
	Methanol	100·0	103·6	109·5	109·5	114·6
	Nitric acid, concentrated 100 per cent	93·0	94·6	97·2	96·5	104·5
	Phenols and their salts	79·1	80·2	82·3	82·3	86·2
	Phosphorus and compounds	100·0	100·0	104·4	104·4	108·3
	Salicylic acid, technical or commercial grade	100·6	101·2	117·4	120·0	120·0
	Soda ash, light, ex-works	106·2	109·1	113·7	117·2	129·3
	Sodium cyanide, 98/99 per cent	99·2	100·9	103·5	105·7	113·2
	Sodium sulphide, solid, 60/62 per cent	100·0	102·7	109·3	110·4	113·6
	Titan dioxide	107·8	107·8	111·7	111·9	118·6
	Trichlorethylene, metal degreasing	100·0	103·6	110·6	114·1	124·6
	Tri-tolyl phosphate	99·8	99·8	99·8	100·0	106·4
272	Pharmaceutical chemicals	92·9	92·2	93·8	94·7	104·7
272	Pharmaceutical preparations	95·8	94·8	95·5	94·8	96·7
273	Toilet preparations	113·3	114·5	121·2	123·4	131·1
274	Paint	101·6	101·7	103·9	104·8	111·0
275	Glycerine	112·3	135·8	151·6	130·6	127·4
	Soap	115·4	113·7	116·1	121·3	131·6
	Soapless detergents	103·4	100·9	102·2	105·6	110·9
275	Synthetic resins and plastics materials	95·3	93·4	95·7	96·5	99·5
	Cellulose acetate sheet, commercial, clear, transparent	106·3	106·3	106·7	108·4	108·4
	Laminated materials	101·0	101·3	106·7	108·7	117·6
	Phenolic and cresylic plastics; moulding powders	100·0	100·0	108·2	110·1	118·8
	Polystyrene and styrene copolymer moulding powders	82·1	80·3	78·5	79·2	78·6
	Polyvinylchloride - granular polymer	98·4	86·1	88·7	93·2	95·7
277	Dyes and dyestuffs	113·9	113·6	113·3	120·6	131·4
	Pigments and earth colours, inorganic	109·2	111·8	118·3	125·0	133·3
279/1	Polishes	110·4	114·4	120·1	125·0	131·4
279/3	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators	114·8	114·3	116·0	123·8	139·9
279/4	Disinfectants	103·0	103·4	105·5	108·4	114·2
279/7	Photographic paper and film, and photochemical materials	102·6	104·5	117·6	118·3	122·0
	IRON AND STEEL AND OTHER METALS:					
311/2	Steel sheets	101·9	102·4	102·2	106·1	122·5
311/2	Tinplate	108·2	108·6	108·3	112·5	127·4
311/2	Other finished steels	105·1	106·3	107·3	113·0	130·9
312	Steel tubes	106·9	110·1	113·4	118·5	139·8
313/3 and 313/4	Iron castings	111·0	112·3	113·5	117·5	128·7
321	Aluminium and aluminium alloy products:					
	Rolled	113·6	116·0	128·0	135·1	142·7
	Extruded and drawn	113·6	115·8	125·5	134·1	142·2
	Castings	113·4	117·1	124·2	139·2	152·6
	Forgings	110·2	112·5	116·6	120·7	132·0
322	Brass ingots, 65/35 B.S.S. 1400-B 3, delivered	195·2	165·8	201·9	247·4	258·0
	MECHANICAL ENGINEERING:					
331	Agricultural machinery	106·9	108·1	112·4	116·5	126·7
	SURGICAL INSTRUMENTS AND APPLIANCES, ETC.					
353/1	Dental goods	109·0	112·2	123·8	128·3	138·1
	Artificial teeth	106·3	106·2	109·7	113·7	124·6
	Dental equipment	118·4	121·7	129·3	135·6	143·8
	Dental instruments	113·4	117·4	123·3	132·7	148·4
	ELECTRICAL GOODS					
365/1	Gramophone records, etc.	102·8	103·8	104·0	104·2	105·0
368	Domestic electrical appliances	102·4	103·2	104·2	104·4	109·8
	Electric cookers	99·7	99·7	100·4	101·4	102·6
	Electric fires and heaters	107·1	109·5	111·8	113·5	119·8
	Electric vacuum cleaners	102·0	101·9	103·0	101·8	109·6
	Electric refrigerators	98·4	100·1	100·2	100·0	103·6

3(a), *continued*

1968 Standard Industrial Classification Reference		Annual Averages				
		1966	1967	1968	1969	1970 p
OTHER METAL GOODS:						
391	Tools and implements	110·0	112·1	117·8	124·1	138·0
392	Cutlery, spoons and forks	110·0	111·8	117·6	120·6	131·6
	Cutlery (other than razors and razor blades)	114·7	117·8	122·6	125·2	136·1
	Razor blades	99·3	98·8	98·9	101·4	109·4
	Spoons and forks	117·9	121·1	136·8	141·3	157·4
399/6	Domestic hollow-ware	124·2	127·8	137·1	143·8	159·5
399/7	Vats, tanks, cisterns and other industrial hollow-ware	108·2	108·2	110·2	115·7	130·2
TEXTILES:						
411	Man-made fibres	91·3	86·4	86·3	87·3	90·3
412, 414/5 and 415	Man-made fibres yarns	101·0	98·6	100·0	102·1	108·4
412	Cotton and cotton mixture yarns	111·4	112·0	130·4	135·3	143·5
	Cotton carded yarns	111·0	111·4	130·0	133·7	140·1
	Cotton combed yarns	113·1	114·3	132·6	140·2	154·6
413	Cotton cloth	111·6	111·0	123·8	133·1	144·0
413	Man-made fibres fabrics	105·3	103·0	106·2	108·5	113·5
413	Linen	118·7	119·7	123·3	126·1	137·0
	Light linen	122·5	124·4	128·6	128·9	140·0
414/1	Wool tops	95·2	82·7	84·2	85·9	79·9
414/2	Worsted yarn	99·5	93·4	96·6	99·6	100·1
414/6	Pressed wool felt	108·9	109·4	112·4	116·9	121·0
415	Jute yarn	129·4	129·9	140·0	154·6	156·0
415	Jute piece-goods	132·7	135·8	137·7	147·0	147·0
416	Rope, twine and net	95·9	94·7	95·6	98·8	104·9
	Cordage, cables, ropes and twines of textile materials	94·9	93·6	94·6	97·8	104·4
417	Hosiery and other knitted goods	99·4	97·7	97·5	98·9	99·2
419	Carpets and rugs	108·4	109·3	110·1	114·4	119·3
	Carpets – woven and tufted	108·3	109·3	110·0	114·1	119·0
421	Narrow fabrics	106·3	106·6	110·2	114·2	120·7
422/2	Canvas goods and sacks	113·3	99·4	103·9	110·2	113·6
LEATHER AND LEATHER GOODS:						
431/1	Leather for footwear	122·1	115·8	124·0	138·1	136·0
432	Travel goods	110·5	112·4	115·0	119·1	125·1
CLOTHING AND FOOTWEAR:						
441–449	Made-up clothing	106·2	106·9	108·5	111·3	115·3
441	Weatherproof outerwear	104·6	105·3	105·5	106·6	108·9
442	Men's and boys' tailored outerwear	104·8	106·4	107·5	109·3	113·2
443	Women's and girls' tailored outerwear	109·5	109·8	111·6	113·4	117·9
445/1	Women's and girls' light outerwear	107·4	108·9	110·9	114·5	116·6
450	Footwear	106·8	107·6	109·5	111·7	115·9

1968 Standard Industrial Classification Reference		Annual Averages				
		1966	1967	1968	1969	1970 p
BRICKS, POTTERY, GLASS, CEMENT, ETC.:						
461/1	Refractory goods, including bricks	105·1	106·1	112·8	117·4	124·6
461/2	Non-refractory goods, including bricks	104·6	105·5	109·8	112·2	121·2
	Building bricks, fletton common-delivered	102·1	103·4	111·8	116·6	135·8
	Building bricks, common, other than fletton, ex-works	114·2	115·6	120·0	120·2	129·6
462/3	Domestic china and earthenware	114·5	119·2	124·5	128·6	141·2
463/1	Glass (other than containers)	106·5	108·0	110·4	112·1	120·2
463/2	Glass containers	110·3	110·2	110·6	112·6	120·5
464	Cement, delivered	105·4	106·7	109·0	110·5	128·1
469/1	Abrasive paper and cloth	104·0	105·2	113·8	117·4	124·1
469/2	Cast stone and cast concrete products	107·2	107·8	110·0	111·0	116·5
TIMBER, FURNITURE, ETC.:						
471/1	Home-grown hardwood, sawn	107·2	107·0	108·6	113·1	120·1
471/2	Building joinery	114·9	116·0	124·6	128·7	140·0
472	Domestic furniture	110·6	111·4	117·7	121·2	127·9
473	Bedding, etc.	111·2	109·5	114·9	120·1	130·2
PAPER AND PAPER PRODUCTS:						
481	Paper and board	105·0	104·6	112·9	117·3	128·3
482/1	Cardboard boxes, cartons and fibreboard packing cases	110·2	110·5	114·3	122·7	137·6
482/2	Packaging products of paper, etc.	108·9	108·3	114·2	115·6	126·8
	Paper sacks	112·1	112·7	120·1	117·3	127·6
	Paper bags	106·0	103·4	108·2	113·0	125·1
483	Manufactured stationery	107·0	107·3	113·1	119·9	132·9
484/1	Wallpaper	112·7	116·2	129·7	124·2	143·7
OTHER MANUFACTURED PRODUCTS:						
491/1	Rubber tyres and tubes	105·4	105·4	105·4	110·6	120·7
491/2	Rubber goods (other than tyres and tubes)	103·3	103·3	108·0	114·1	125·6
492	Linoleum and felt base	116·2	117·9	126·9	130·1	138·6
493	Brushes and brooms	106·0	106·7	110·9	115·0	124·9
494/1	Toys and games	108·8	110·0	114·7	118·8	127·3
	Metal toys	110·7	110·5	112·6	118·9	125·3
	Dolls (stuffed and other) and soft toys	108·1	108·3	112·1	118·3	125·8
	Pedal cars, scooters and toy perambulators	113·8	113·4	119·7	122·0	132·1
494/2	Perambulators, etc.	107·3	108·3	113·9	120·5	125·2
494/3	Sports equipment	107·3	108·4	111·1	113·3	117·4
495/1	Pens and pencils	107·0	107·3	112·8	115·3	118·5
	Pencils (other than mechanical)	110·2	110·2	120·8	125·5	133·4
495/2	Other stationers' goods	106·4	108·6	111·8	114·8	121·0
496/2	Plastics products (other than components and accessories)	94·0	92·0	90·5	93·8	98·7

(*Continued on next page*)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom – 1963 = 100

	Annual Averages				
	1966	1967	1968	1969	1970
Hides and skins	159·1	117·8	130·6	155·9	133·3
Imported	162·8	124·5	126·6	150·2	135·0
Native	154·0	108·8	135·9	163·7	130·8
Non-ferrous metals					
Aluminium virgin ingot, delivered	108·3	110·2	129·3	137·6	143·7
Copper, ex-ship, wharf or warehouse†	237·1	178·5	224·3	265·0	255·8
Lead, ex-ship, wharf or warehouse†	150·0	132·1	160·5	193·3	202·9
Nickel refined, delivered§	101·1	114·5	140·5	157·3	189·3
Tin ingot, min. 99·75% settlement price†	142·5	134·4	145·5	159·5	170·9
Zinc, ex-ship, wharf or warehouse†	132·9	131·0	144·8	157·8	163·0
Oils, resins and gums					
Palm oil, c.i.f. in bulk	105·3	105·0	92·8	97·1	125·2
Whale oil, crude	213·2	181·2	145·2	140·0	172·7
Phosphate rock	112·5	111·6	119·3	119·4	125·5
Pyrites, c.i.f. United Kingdom ports	119·0	127·1	153·2	158·4	155·1
Natural rubber	88·1	76·0	84·9	109·5	89·7
Sulphur, crude (for acid making), c.i.f.	183·1	188·1	217·1	186·2	124·9

	Annual Averages				
	1966	1967	1968	1969	1970
Textiles					
Cotton, raw	94·8	97·2	112·1	104·0	107·9
American type	95·4	98·7	113·8	102·9	106·8
Egyptian type	92·4	91·1	105·0	108·2	112·1
Jute, raw, c.i.f. Dundee 'Export Lightnings'	144·2	137·9	..	..	..
P.W.B. grades	..	..	141·4	151·7	147·8
'Export Hearts'	..	144·9	..	..	..
P.W.C. grades	..	..	152·4	166·8	160·5
Silk, raw, delivered mill	105·4	129·4	139·7	138·7	166·9
Sisal, East Africa No. 1 Grade, c.i.f. London	56·0	48·1	52·7	52·3	46·1
Wool, raw	93·4	81·8	85·7	83·2	74·3
Merino, c.i.f. United Kingdom	96·2	88·2	99·1	92·5	79·7
Fine, crossbred, c.i.f. United Kingdom	95·8	83·4	90·1	83·9	74·0
Medium and coarse, crossbred, c.i.f.	87·4	73·5	67·5	69·2	64·8
Timber					
Imported hardwood (ex-yard or wharf)	106·2	108·6	126·0	133·0	138·9
Imported plywood (delivered to consumers)	115·7	112·1	124·9	135·4	142·7 p
Imported softwood (delivered to consumers)	113·4	113·4	125·6	132·5	138·7
Woodpulp, imported	104·8	104·8	117·4	125·9	142·6

†L.M.E. settlement price.
§Producers' price.

Table 4. Annual average wholesale prices for selected commodities imported into the United Kingdom

	Unit of Sale	1966	1967	1968	1969	1970
Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works	£ per tonne	192·90	198·26	230·26	245·02	256·09
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per tonne	545·71	410·75	515·70	611·44	590·28
Lead, ex-ship, wharf or warehouse. London Metal Exchange, excluding duty, or premium	£ per tonne	93·65	82·44	100·19	120·76	126·78
Nickel, refined, 4 tonnes and over, delivered consumer's works	£ per tonne	638·92	735·45	887·75	994·01	1,215·27
Tin, ingot, min. 99·75 per cent, ex-ship, wharf or warehouse	£ per tonne	1,276·11	1,203·14	1,302·95	1,428·91	1,531·57
Zinc, ex-ship, wharf or warehouse. London, excluding duty or premium	£ per tonne	100·38	98·84	109·42	119·24	123·22
Rubber, raw, No. 1 R.S.S., nearest shipment, closing buyers' price	d. per lb.	19·54	16·73	18·59	24·25	19·74
Wool, raw, c.i.f. UK:						
Merino, clean scoured, 64's	d. per lb.	100	95	106	99	86
Fine crossbred, dominion, clean scoured 58's	d. per lb.	91	80	87	80	70
Medium and coarse crossbred, dominion, clean scoured 50's	d. per lb.	71	59	56	58	53
Jute, raw, c.i.f. Dundee:						
'Export Lightnings'	£ per tonne	132·67	126·64	..	..	..
P.W.B. grades	£ per tonne	..	..	138·92	151·93	149·43
'Export Hearts'	£ per tonne	..	118·89	..	..	..
P.W.C. grades	£ per tonne	..	..	129·99	144·37	138·88
East African sisal No. 1 grade, c.i.f. London	£ per tonne	80·09	68·93	76·03	74·59	65·70
Ceylon coir fibre, mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	41·33	40·09	45·41	44·02	45·50
Woodpulp, c.i.f. East Coast, 3 month's payment basis:						
Chemical sulphite, bleached	£ per tonne	53·64	54·44	56·85	63·11	71·42
Chemical, sulphite, strong	£ per tonne	47·24	47·74	51·67	54·38	63·69
Chemical, sulphate, unbleached Kraft	£ per tonne	44·78	45·18	48·23	49·70	58·96
Mechanical, unbleached	£ per tonne	29·53	30·20	35·43	35·43	38·41

In addition to those published in Table 3, index numbers for the following are available on request. The list is provisional.

1968 SIC reference MLH	Commodities produced in the United Kingdom
102	Stone and slate quarrying and mining; Stone quarrying and mining; Uncoated limestone roadstone; Agricultural ground limestone; Industrial ground limestone
103	Chalk, clay, sand and gravel extraction; China clay; Stourbridge fireclay; Sand and gravel (ex-pit or works)
221	Vegetable and animal oils and fats
240	Cigarettes; Pipe tobacco
262	Paraffin wax
271	Inorganic chemicals; Caustic soda, soda ash and other sodium compounds; Caustic soda; Other sodium compounds; Inorganic chemicals other than sodium and sodium compounds; Inorganic acids other than sulphuric acid; Blacks, carbon and mineral; Organic chemicals; Alcohols; Derivatives of hydrocarbons; Nitrogen-function organic compounds; Other organic chemicals; Bleaching materials; Plasticizers
272	Pharmaceutical chemicals and preparations; Pharmaceutical preparations the following: Anti-infective agents; Antibiotics, Hormone preparations; Preparations affecting metabolism and nutrition; Drugs affecting the nervous system; Analgesics; Aspirin and compounds; Other analgesics; Anti-depressives; Preparations acting on the cardiovascular system; Preparations acting on the alimentary system; Preparations acting on the respiratory system
773	Soapless shampoos; Home permanent waving outfits; Dental preparations; Preparations specifically for men; Make-up; Face powders; Lipsticks; Manicure preparations; Other make-ups; Treatment creams; Face creams; Face and skin lotions; Other toilet preparations; Talcum, baby and other dusting powders
274	Primers and sealers; Undercoats; Varnishes and lacquers; Finishes; Emulsion paints; Bituminous paints
275	Soap, detergents, candles and glycerine; Toilet and shaving soap; Soap flakes; chips, powders; Soapless detergents – paste and other forms; Oleine, stearine, etc.
276	Synthetic resins, plastics materials and synthetic rubber; Phenolic and cresylic plastics – resins; Expandable polystyrene and styrene co-polymers; Amino-plastics-resins; Polyolefin moulding materials; Cellulose acetate and nitrate plastics; Alkyd resins; Polyvinyl chlorides; PVC-moulding materials; PVC-plasticized sheet; Transparent cellulose wrapping.
277	Dyestuffs and pigments; Pigments; Synthetic organic pigments; White lead.
279	Other chemical industries; Adhesives; Surgical and Medical dressings; Sanitary towels; Sensitized paper, cloth, etc.
311	Steel sheets including electrical and stainless; Electrical steel sheets; Stainless steel sheets; semi-finished steel; semi-finished steel for strip mill products, etc.; Semi-finished steel for alloy and stainless products; Semi-finished steel for drop forgings; Semi-finished steel for tubes; Semi-finished steel for forgings; Wire rods; Heavy steel rails; Steel plates; Heavy steel bars and sections; Re-rolled steel bars and sections; Hot rolled steel strip; Bright steel bars; Cold rolled strip – non-alloy; Alloy bars and rods – black; Alloy bars and rods – bright; Finished stainless steels; High speed, tool and magnet steel; Steel castings; Carbon steel castings; Stainless and heat resisting alloy castings; Other alloy castings; Heavy steel scrap; Steel forgings
312	Steel tubes and fittings; Hot finished steel tubes; Electric conduit tubes; Pipe fittings
313	Automobile iron castings; Other engineers' castings; Malleable iron castings; Cast iron stoves and grates; Building and domestic castings
321	Aluminium plates, sheets and strip; Aluminium blanks, circles, etc.
322	Brass and brass semi-manufactures; Brass strip and sheet and yellow metal; Copper tubes; copper sheet and strip;
323	Titanium; Cobalt; Lead pipe
353	Other dental goods
365	Broadcast receiving and sound reproduction equipment; Other broadcasting receiving and sound reproduction equipment; Domestic television receivers; Domestic radio receivers and car radios; Radiograms; Record players and tape recorders; Domestic radio, television and allied products.
368	Domestic electrical cooking appliances; Electric kettles; Domestic electrical heating appliances; Electric water heaters, wash boilers, etc.; Domestic refrigerators
391	Files and rasps; hand-saws and blades; pliers, pincers and nippers; Agricultural and horticultural edged tools; Carpenters' and builders' edged tools; Spanners and wrenches
392	Spoons and forks – plated with silver; Spoons and forks – plated with base metal or unplated; Cutlery, spoons and forks (excluding razors and razor blades)
393	Bolts, nuts, screws and rivets; Nuts and bolts
394	Copper wire in coils
399	Metal furniture (including catering equipment); Metal furniture, office and works equipment; Metal office and works equipment; Catering equipment; Enamelled domestic hollow-ware; Galvanized domestic hollow-ware; Aluminium domestic hollow-ware; Steel drums; Slide fasteners; Brass manufactures; Plumbers' brassware; Domestic oil burning appliances; Metal furnishings for doors and windows; Fire extinguishing apparatus; Sheet metal pressings.
412	Spinning and doubling on the cotton and flax systems; All synthetic yarns; All regenerated yarns; Cotton combed and mixture yarns; Man-made fibre yarns spun on the cotton and flax systems; Regenerated yarns spun on the cotton and flax systems; Synthetic yarns spun on the cotton and flax systems
413	Weaving of cotton, linen, silk, and man-made fibres; Loomstate cotton cloth the following: Cambrics, lawns, voiles, etc.; Surgicals, scrims; Canvas, ducks, and awnings; Coloured checks; Loomstate man-made fabrics the following: Linings; Dress, shirtings and overall cloth; Furnishing fabrics
414	Woven worsted; Wool rags; Blankets; Synthetic yarns spun on the worsted system
417	Hose; Men's hose; Women's hose; Children's and infants' socks; Children's hose-nylon; Panti-hose; Knitted underwear and nightwear; Men's knitted underwear; Men's underwear – cotton; Women's knitted underwear and nightwear; Women's underwear – cotton; Children's and infants' underwear; Children's underwear – cotton; Knitted outerwear; Women's knitted outerwear
419	Woven carpets; Axminster carpets; Wilton carpets
421	Elastic webs and cords; Non-elastic fabrics; Tape and light webbing; Petershams, Galloons and ribbons
422	Made-up textiles; Household textiles and handkerchiefs; Sheets and cotton blankets; Towels; Handkerchiefs; Canvas bags for food
442	Men's and youths' overcoats; Men's and youths' jackets, trousers and suits
443	Women's overcoats; Women's suits, skirts and slacks; Maids' and girls' school and other uniforms
444	Overalls and men's and boys' shirts and nightwear; Heavy overalls and aprons; Men's and boys' shirts and nightwear; Men's and boys' pyjamas; Shirts; Shirts – woven fabric; Shirts – knitted fabric
445	Dresses, lingerie, infants' wear; Dresses and suits – woven fabric; Lingerie; Infants' wear
449	Dress industries, n.e.s.; Corsets, brassieres and swimwear; Corsets; Brassieres; Gloves; Leather gloves; Men's leather gloves; Women's leather gloves.
450	Boots and shoes – leather uppers; Men's boots and shoes – leather soles; Men's boots and shoes – non-leather soles; Women's shoes – leather soles; Women's shoes – non-leather soles; Youths' and boys' shoes – non-leather soles; Maids' and girls' boots and shoes – non-leather soles; Infants' shoes; Boots and shoes – non-leather uppers; Slippers and indoor footwear; Slippers – non-leather soles; Sandals
461	Bricks, fireclay and refractory goods; Basic bricks; Non-refractory bricks; Non-refractory bricks (other than fletton common and common building bricks); Engineering bricks; Non-refractory goods, other than bricks; Roofing tiles, ex-works
462	Pottery; Sanitary ware and earthenware tiles; Sanitary ware; Earthenware tiles; domestic earthenware
463	Glass; Glass sheet and plate; Glass containers other than for food
469	Abrasives; Building materials, n.e.s.; Pitch fibre pipes; Concrete building and partition blocks; Sandlime bricks; Lime products; Agricultural lime; Hydrated lime for building and industry; Lump lime for building and industry; Plaster – gypsum; Coated limestone roadstone; Coated granite and whinstone roadstone; Roofing felt; Thermal insulation materials; Fencing
471	Homegrown hardwood, sawn, the following: Ash; Elm; Beech; Oak; Doors; Windows and door frames; Other joinery
472	Furniture and upholstery; Non-upholstered furniture, domestic; Bedroom furniture; Bookcases, bureaux and occasional furniture; Dining room furniture; Kitchen furniture; Upholstered furniture; Three-piece suites; Open wood arm easy chairs.
473	Spring interior mattresses; Soft mattresses and pillows excluding foam
481	Paper and board other than building board; Coated paper; Coated paper – off machine; Coated paper – on machine; Printings and writings including newsprint; Food wrapping papers; Kraft wrapping paper; Household and other tissues; Industrial and special purpose papers; Uncoated paper; Uncoated board; Packaging boards; Boards for industrial and special purposes; Coated board
482	Packaging products of paper, board, etc.; Cardboard boxes; Cartons; Cartons – food; Cartons – other; Fibreboard packing cases; Solid packing cases; Corrugated packing cases; Paper sacks – Food
483	Notepaper and Pads; Envelopes; Miscellaneous stationery; Manuscript and account books
489	General printing
491	Rubber manufactures; Rubber hose; Rubber Motor Accessories; Rubber and plastic machinery belting; Miscellaneous rubber goods; Rubber thread
494	Toys, games, sports equipment and baby carriages; Metal toys – non-mechanical; Plastic toys; Pedal cars and scooters; Perambulators.
495	Miscellaneous stationers' goods
496	Plastic products including components and accessories; Building materials of plastic; Plastic piping and fitments for water services; Domestic catering and furnishing goods of plastic; Plastic bags, wrappers and other packaging materials
499	Pianos
	Commodities wholly or partly imported into the United Kingdom
	Paper and paperboard manufactures; Imported hardwood, the following; Mahogany; Utile; Beech; Ramin; Keruing. Copper scrap; Quicksilver; Bismuth; Iron ore; Manganese ore; Tungsten ore; Magnesite; Phosphate rock for fertilizer manufacture; Imported hides and skins, wet; Imported hides and skins, dry; Raw wool – imported; Raw wool, India/Pakistan types; Raw jute – imported; Raw jute – PTC grade; Raw jute – PTD grade; Flax; Quebracho; Shellac; Myrobalans; Gum Arabic; Tallow; Rosin gum; Woodpulp for the paper and board industries; Chemical woodpulp; Chemical woodpulp – Sulphite bleached; Chemical woodpulp – Sulphate bleached; Chemical woodpulp – Sulphate unbleached; Soya beans; Casein; Wood rosin; Linseed; Castor seed; Groundnuts; Copra; Palm kernels; Herring oil; Cottonseed oil; Coconut oil; Olive oil; Groundnut oil; Linseed oil; Coir yarn; cotton rags; Waste paper

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Food supplies moving into consumption in the United Kingdom

IN ORDER to provide some early indications of consumption trends in 1970, preliminary estimates of food consumption in the United Kingdom are given in the attached tables. They relate to commodities at a primary stage of distribution and are compared with results for 1969. More detailed figures, with estimates of consumption of end-products, a full commentary on the results, and some nutritional analyses, will be published later in the year.

These preliminary estimates continue to reflect the marked stability in the broad pattern of food consumption, and first indications are that changes between 1969 and 1970 were generally small. Consumption of liquid milk again declined, falling by about 2 pints per head, but the upward trend in cheese supplies was maintained, with a further gain of 0.3 lb. per head. There was little change in the total consumption of meat; consumption of poultry continued to rise, increasing by nearly 1 lb. per head, but mutton and lamb fell by ½ lb. per head. Purchases of butter again declined slightly, but the fall was partly offset by the increased use of other edible oils and fats. Total sugar usage was rather lower at 104.8 lb. per head. Fruit and vegetable consumption remained at much the same level as in 1969, though potato consumption, at 222.7 lb. per head, returned to a more normal level after the shortage of supplies in 1969. There was little change in total consumption of grain products, but flour consumption fell to the 1968 level of 145 lb. per head while breakfast cereals rose from 6.2 to 6.8 lb. per head.

The energy value of the supplies declined slightly, from 3,100 kilocalories per head per day in 1969 to about 3,080 kilocalories in 1970.

Notes:

Estimates of food consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food and are usually published in June or July of each year. This shortened version has been prepared to meet requests for more up-to-date statistics. It will be published in *Trade and Industry* (formerly the *Board of Trade Journal*) on February 24, 1971.

A series covering the years 1966 to 1969 was published in the *Board of Trade Journal*, Vol. 199, No. 3829, August 5, 1970 (pages 283-285).

Food supplies per head per annum moving into consumption in the United Kingdom

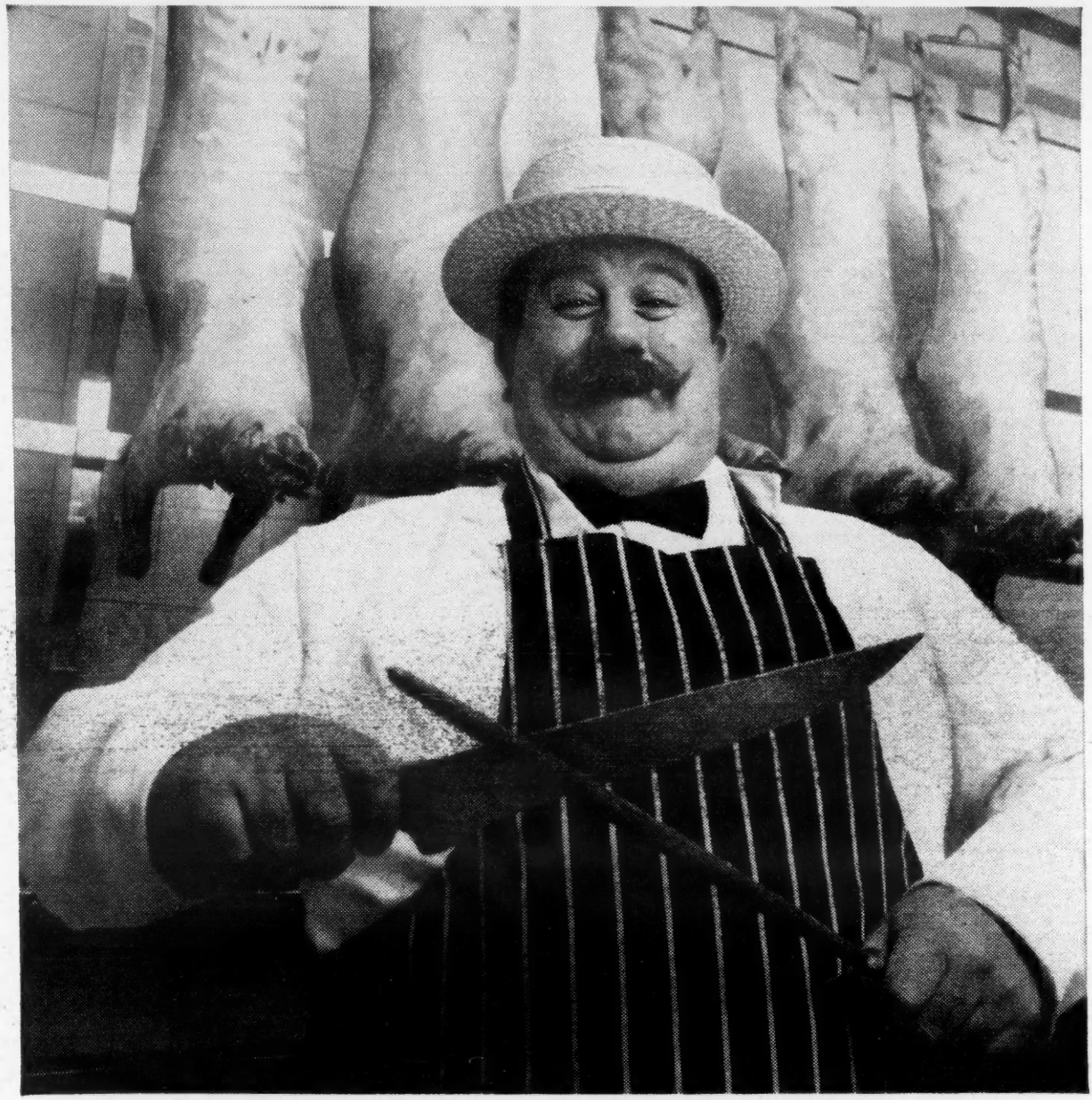
(lb. per head per annum)

	1969	1970 (Provisional)
I. Dairy products (excluding butter):		
Liquid milk	312·1	309·4
(Pints per head per annum)	(242·3)	(240·2)
of which, schools and welfare milk (pints)	(37·9)	(37·7)
Cream (40% fat content)	3·0	3·1
Cheese	11·3	11·6
Evaporated milk, full cream, unsweetened	4·9	5·2
Condensed milk, full cream, sweetened	1·0	0·9
Condensed milk, machine skimmed	2·6	2·4
Dried whole milk	1·2	1·2
Dried skimmed milk	2·8	2·8
Milk as liquid in manufactured products not elsewhere specified	16·7	15·2
Total (converted to milk solids)	55·5	55·2
II. Meat:		
Beef – bone in	42·5	41·4
Beef – bone out	4·4	5·5
Mutton and lamb	21·6	21·1
Pork	24·5	24·3
Offal	8·2	7·6
Canned meat (imported)	7·0	7·4
Bacon and ham	25·0	25·0
Poultry	22·1	23·0
Game and rabbits	0·6	0·7
Total (converted to edible weight)	130·8	130·9
III. Fish:		
Fresh, frozen and cured (wet fillet equivalent)	16·1	16·2
Shell fish, fresh and frozen (edible weight)	1·1	1·2
Canned fish (imported)	2·6	2·3
Total (edible weight)	19·8	19·7
IV. Eggs:		
Shell eggs (number)	247	246
Egg products (equivalent number of eggs)	23	24
Total	270	270
V. Oils and Fats (visible)		
Butter	19·6	19·3
Margarine (gross)	11·8	11·8
(net) (a)	11·4	11·0
Lard and compound cooking fat	12·0	12·0
Other edible oils and fats	13·4	13·7
Total (converted to fat content)	51·2	50·8
VI. Sugar and syrups:		
Sugar refined (b) (i) (gross)	106·6	104·8
(ii)	102·6	100·8
(iii) (net)	97·4	95·7
Honey	0·7	0·8
Glucose	11·4	11·7
	11·4	11·7
Total (sugar content) (gross)	116·9	115·4
(net)	107·5	106·1

(lb. per head per annum)

	1969	1970 (Provisional)
VII. Fruit:		
Fresh citrus fruit	20·1	21·9
Other fresh fruit	53·2	51·6
Canned fruit	19·0	18·4
Imported fruit juices (in natural strength)	5·6	5·9
Imported fruit pulp	1·8	1·7
Imported dried fruit	5·2	5·4
Total (converted to fresh equivalent)	122·0	122·9
VIII. Pulses and nuts:		
Dried pulses (c)	7·5	6·6
Shelled nuts and soya flour	5·7	5·2
Total	13·2	11·8
IX. Potatoes (d):	217·5	222·7
X. Other vegetables:		
Fresh tomatoes	13·6	13·2
Imported canned tomatoes (including juice and puree)	6·4	6·8
Cabbage and greens	32·8	34·8
Leafy salads	4·7	4·0
Fresh carrots	11·3	11·6
Fresh legumes	23·1	22·3
Other fresh vegetables	28·3	27·4
Other canned vegetables (e)	10·8	10·8
Total (converted to fresh equivalent)	136·8	137·4
XI. Grain products:		
Wheat flour	145·7	145·0
Barley products	0·3	0·3
Oat products	2·7	2·8
Rye products	0·4	0·5
Breakfast cereals	6·2	6·8
Rice	3·2	3·3
Starch and other farinaceous foods	4·4	3·9
Total	162·9	162·9
XII. Tea, coffee and cocoa:		
Tea	8·5	8·7
Coffee (bean equivalent)	3·6	3·5
Cocoa powder	1·1	1·1
XIII. Energy value (kcal. per head per day)	3,100	3,080

(a) Excluding ingredients shown as separate items elsewhere in the tables (e.g., butter and lard)
(b) (i) = Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories
(c) Includes dried beans and dried peas for canning
(d) Includes the raw equivalent of potato products (i.e., crisps, canned, dehydrated and frozen potatoes)
(e) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.), and canned tomatoes



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Exhibitions and Fairs

New Paris Shopping centre goes British

'PARLY 2 A L'HEURE BRITANNIQUE' is the title given to a special promotion to be held from October 1-16 at the new 'Parly 2' Shopping Centre – one of the finest of its kind in Europe – which will feature British consumer goods of all kinds. The Party 2 Centre is only 10 miles outside Paris and close to Versailles.

Imaginatively designed as a complete unit, it contains three department stores and 90 speciality shops and boutiques, as well as cinemas, restaurants and cafes, and luxurious flats. An increasing number of people shop there, including many in the upper income bracket.

The promotion is being organized by the Parly 2 Centre itself, with the support of the British Embassy in Paris, the Department of Trade and Industry, and the BNEC/Export Council for Europe. Local agents and importers of British products welcome the project and will be looking for top quality merchandise.

Export success

British exporters are doing well in France. The 1970 total of £339.2 million for British exports to France showed an 8.7 per cent increase over 1969. Even more significant was the fact that Britain's share of the market went up from 4.5 per cent in 1969 to 5.1 per cent in 1970. Only the United States has a bigger increase to show in her share of the French market.

Situated as it is, 'Parly 2 a l'Heure Britannique' will provide a valuable stepping stone to the whole of France. Mr. Edward Rayne, deputy chairman of BNEC/Export Council for Europe and the ECE's Member for France, says, 'This will be an unrivalled opportunity to put our best goods in the best shop-front in Europe.'

Lists of participating shops are being prepared by the British Embassy in Paris and will be available very soon. Inquiries should be addressed to: Mr. J. Andrews, Room J29, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext 245).

Emphasis on specialization at Engineering 71

ENGINEERING PRODUCTS from 16 countries will be seen in London when visitors from all parts of the world visit Engineering 71, the new complex of exhibitions at Earls Court and Olympia (April 21-29).

So far some 318 exhibitors, including 52 from overseas are participating in the constituent exhibitions, which comprise the London International Engineering and Marine Exhibition at Earls Court and the International Welding and Metal Fabrication Exhibition at Olympia. The total space occupied by this major exhibition complex totals over 40,000 sq. metres (435,000 sq. ft.).

Countries represented at Engineering 71 are Australia, Austria, Czechoslovakia, West Germany, Holland, Ireland, Italy, Japan, Poland, Romania, South Africa, Spain, Sweden, Switzerland, the United States and the United Kingdom.

British Government departments and official bodies mounting special displays and demonstrations will include the Department of Trade and Industry, the Ministry of Defence (Royal Navy), the National Engineering Laboratory, the United Kingdom Atomic Energy Authority, The Electricity Council and The Gas Council.

Engineering 71 provides the engineering industry with one of the largest and broadest based displays of machinery, equipment, materials and accessories ever presented in the United Kingdom.

The personal secretary makes way for the machine at the International Exhibition of Office Organization

A report from B. A. Major, Second Secretary Commercial, British Embassy, Vienna

ONE OF the prices, it seems, to be paid for progress in the modernization and rationalization of office work will be the disappearance of the personal secretary, when she is whisked off to a distant audio typing pool, having work fed to her by the latest thing in centralized dictating systems.

To most business executives, this will mean the loss of one of the few consolations in the working day, but after the recent joint venture at the Second International Exhibition of Office Organization held in Vienna this month, one man is smiling broadly at the prospect.

He is Mr. Oliver of Agovox Ltd., whose centralized dictating systems, the idea of which fitted perfectly into the exhibition's theme of rationalization of office work, have provided one of the main success stories of the exhibition.

The Agovox System caught the imagination of a great number of business visitors and attracted many serious inquiries from which firm business is expected to result. Apart from having the right products, Agovox have attributed their success to the hard preparatory work put in by their Austrian agent, which ensured a constant flow of invited visitors to the stand.

Similar success stories

The other nine British manufacturers exhibiting under the auspices of the Business Efficiency Trade Association and the Department of Trade and Industry in a small, but effective, joint venture could, in most cases, report similar successes, although at an exhibition of this kind it is not usual for business to be actually signed up on the stand.

The extent of inquiries for the wide range of goods exhibited – from computer room accoutrements, sophisticated electronic data transmitting equipment to hand-held mini-addressers and numbering stamps – was sufficient to keep agents busy following them up for many weeks to come. Four firms seeking representation in Austria were able to select and appoint agents on the spot.

This is only the second exhibition which, twice the size of the first show last year, has already reached full capacity on its present premises. Thanks to the hard work of the organizers, most of whom are manufacturers or traders themselves, working in an honorary capacity in their own interest to provide better media for presenting their products to the market, this exhibition has already made a name for itself.

The considerable interest that the exhibition has aroused since its inception, both in the trade and the press, ensured receptive media for the British exhibitor's publicity, which with the help of the COI and the British Embassy press service, was given good coverage in important newspapers and journals during the build-up and immediately before the exhibition.

Active demonstrations

The exhibition gives a highly professional impression with, for example, large stands and active demonstrations by most of the international computer concerns with large operating companies in Austria covering this market and Eastern Europe – at which the exhibition is also directed.

Its successful establishment has been officially acknowledged by the Federal Minister of Trade and the Federal Chamber of Commerce as an important step in the gradual transition from general to specialized fairs in Austria.

There is no doubt that Austria, which lagged behind the rest of Europe in its face-lifting and rationalization of office administration, is now proving to be a highly attractive market for manufacturers in this field.

Developments which in other countries have been spread over several years, are said to have been concentrated in less than half the time in Austria, and should continue at the same pace over the next two or three years at least.

The birth of this show was therefore timely in this respect, and it is hoped British manufacturers, who took advantage of it this year, will be stimulated by their success and the prospects the market offers, to come back again next year – with others – in a concerted effort to capture a further share of a receptive market.

United Kingdom exhibitors top league of overseas countries participating at Hamburg Boat Show

A report from the British Consulate-General (Commercial Section), Hamburg

THE 11TH German International Boat Show opened in Hamburg on January 22 and was attended by firms from 27 countries. Months ago the Fair authorities realised that they would never be able to accommodate the 600 would-be exhibitors unless arrangements were put in hand to increase stand space. It was therefore decided to build two new halls and these were completed in good time.

After the opening ceremony, the guest of honour Herr Hans-Dietrich Genscher (Minister of the Interior) and other guests were shown around the exhibition halls they stopped by the British stands to be introduced to the representative of the Ship and Boat Builders National Federation, Mr. Alan Jones. Afterwards there was a luncheon in honour of the Minister and this was also attended by HM Minister from the British Embassy in Bonn, Mr. Brooks Richards, accompanied by the British Consul-General and other members of the Consulate-General in Hamburg.

Mr. Brooks Richards later visited all the United Kingdom exhibitors and took a lively interest in what they had on show.

Attendance by the general public and members of the trade was exceptionally good. Last year there were 162,000 visitors, this year 166,000. In the words of one of the German national newspapers, this was an absolute record for an event in the field of boating.

Although naturally enough West Germany had the largest number of exhibitors, the United Kingdom came top of the league of overseas countries participating. Under a scheme sponsored by the Department of Trade and Industry in co-operation with the Ship & Boat Builders National Federation, 23 British firms took part in the Boat Show. These joint venture exhibitors displayed boats of all descriptions in addition to a very wide range of equipment and clothing.

Quality was the watch word, as many visitors to the Fair were quick to note and consequently the British stands attracted much attention.

Corporate image

The stands themselves – spread over a number of halls – were specially designed for this event. Although one object was to present a corporate British image, no less important was that the United Kingdom stands should be tailored as far as possible to suit exhibitors' requirements. This aim was clearly achieved as could be judged by their attractive and distinguished appearance and the interest they generated.

There were, of course, many British exhibits on stands manned by their continental agents as well as United Kingdom firms exhibiting independently.

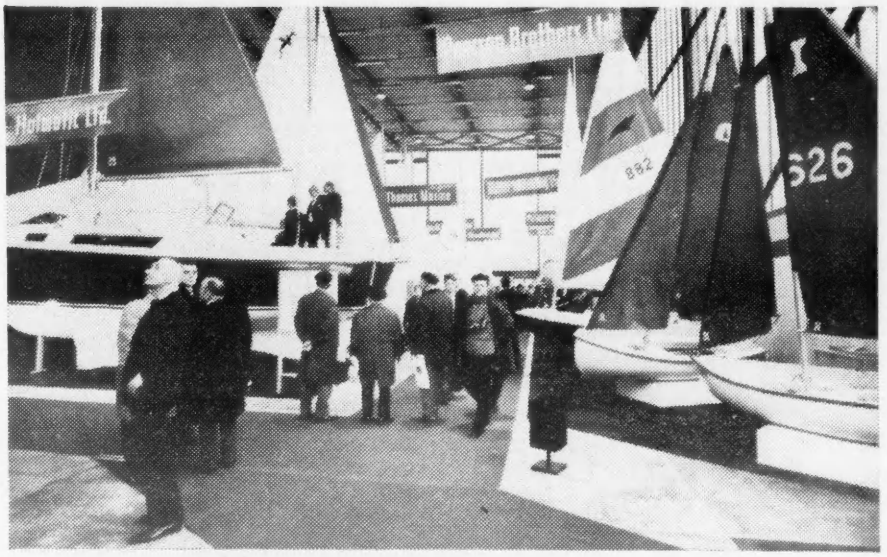
Business throughout the exhibition was brisk and great interest was shown in some of the specialized British stands. Scout Alarms (Security Systems) Ltd., on their first participation at the Hamburg Boat Show, became quite a centre of attraction.

The colourful and animated sales techniques of Henri Lloyd Ltd., manufacturers of protective clothing, ensured a constant flow of buyers and inquirers at their stand.

In the luxury class, the firm Aquafibre International, exhibiting their Ocean 37 motor boat, attracted the wealthier visitors, whilst those of more modest means thronged the Pearson Brothers stand.

The Show closed on January 31.

VISITORS FROM 27 COUNTRIES SEE BRITISH BOATS



Some of the British boats on the specially designed stands at the Hamburg International Boat Show.

MANUAL ADDRESSING MACHINE ON SHOW IN VIENNA

Mr. Russell of Master Addresser Ltd. (far left) and his agent, Herr Stolz, of Zettler, Austria (far right), demonstrating his hand-held addressing machine to Mr. B. A. Major, Second Secretary (Commercial), Sir Peter Wilkinson, British Ambassador, and Mr. P. H. Scott Commercial Counsellor of the British Embassy, Vienna. **(See report on facing page).**

Lindustries Limited

Special Announcement

Because of the postal strike it has not been possible to dispatch the Report and Accounts to shareholders and as a result the Annual General Meeting has had to be postponed. 19 April 1971 has been provisionally fixed as an alternative date. The directors have decided to pay the dividend as a second interim dividend in place of a final dividend.

For the convenience of shareholders the following highlights from the Chairman's statement and the accounts are published now. In addition, the directors wish to inform shareholders that Rolls Royce Limited is one of the largest customers of the Group's subsidiary, Delaney Gallay Ltd., whose investment in the RB211 project alone is around £200,000. Furthermore, Rolls-Royce Limited is indebted to Delaney Gallay in the sum of about £220,000.

Highlights from the Statement of the Chairman, Mr. W. E. Luke, and from the 1970 Accounts.

- Although trading profit is down by 10.3% and Group profit before tax by 15%, the amount available for appropriation has increased as a result of exceptional profits.
- The profits of the Engineering division have held up very well and the Board is confident that the division will continue to develop as dramatically as it has done in the past.
- The Rubber division is proving to be a sound investment and the management re-organisation now taking place should soon lead to a considerable profit improvement.
- The civil disturbances in Northern Ireland have not adversely affected the performance of the Group's textile mills to any appreciable extent but the profits of the Textile division have been disappointing due mainly to a loss of £186,000 by Blackstaff Ltd. The current year is not likely to be a good one for the division.
- Overseas interests did well last year.
- The Group as a whole would benefit from Great Britain's entry into the European Community.

	1970	1969
Turnover	£000	*£000*
Sales outside the group	35,070	*31,477*
Earnings		
Trading profit	2,482	*2,767*
Profit after tax	1,272	*1,430*
Earned for ordinary capital	1,108	*1,271*
Ordinary dividends	860	*860*
Retained in the business	374	*309*
Assets		
Fixed assets and associated companies	11,795	*10,036*
Net current assets	9,119	*9,391*
Net tangible assets	20,175	*18,988*
Net tangible assets attributable to ordinary capital	15,031	*13,766*
Net asset value per 25p ordinary share	83p	*76p*
Trading profit by division		
Engineering	1,243	*1,403*
Rubber	529	*530*
Textile	407	*568*
Overseas	303	*266*
	2,482	*2,767*

The total ordinary dividend for year: 19% (1969 :19%).
Annual General Meeting: provisional date 19 April 1971.
Dividends 19 March – Preferred Ordinary final 3%.
Ordinary interim (in place of final) 13%.

Report from Secretary, 100 Brompton Road, London S.W.3.

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World-wide interest in Ipex 71

EXHIBITORS at IPEX '71 – The Twelfth International Printing Machinery and Allied Trades Exhibition – to be held in London's Olympia and Earls Court exhibition halls from July 13-24, are now releasing first details of what they plan to show.

The intense interest in the exhibition among the world's printers and reproducers is evidenced by the fact that, already charter flights have been organized by several United States printing organizations and magazines, and by printers in France, Japan and throughout the English-speaking world.

Printing machinery and equipment today are being sold to an international public and at IPEX 71, Britain, as one of the major manufacturing countries of printing equipment, represented by some 320 companies, is being joined by over 225 exhibitors from other parts of the world, including eastern and western Europe, Japan, Australia and New Zealand, India, the United States and Canada.

The range of exhibits will cover the entire field of machinery equipment and materials used in printing and all its allied operations.

Coincident with IPEX 71 will be an exhibition entitled 'Printers and design' at the Design Centre in London's West End, sponsored by The British Federation of Master Printers in association with the Council of Industrial Design, the British Printing Machinery Association Ltd. and Industrial and Trade Fairs Ltd.

This will analyse how designers and printers have collaborated to produce print which is both effective and economic by describing the factors taken into account during design and production work.

'Package deals' for visitors

To cater for the expected inflow of visitors from Britain and overseas, the exhibition organizers have reserved substantial blocks of rooms in London hotels, and special 'package deals' inclusive of travel, hotel accommodation, airport/hotel/airport transfers by private car and free admission to the exhibition are available through Travel Consortium Ltd, the official exhibition travel agents. Other facilities will include free road and rail transport between the exhibition halls, a wide range of catering facilities, telephone, telex and telegraphic services, and full banking and exchange facilities.

IPEX 71 will be a printing exhibition at which printing will be seen being done. Practical printing demonstrations will range from rotary presses down to small hand-fed machines, even for the printing amateur.

Linotype & Machinery Ltd. will be showing the Nebiolo-Hantscho web offset press made in Italy under licence from the United States. These quality web offset presses are available in a range of cutoffs in standard models for 22¾ in., 23¾ in. and 25 9/16 in. cutoff on 38 in. wide webs. Presses are available with a variety of accessories and offer the unique Butler flying splice reelstand.

The same company will also exhibit the successful Newsmaster newspaper web offset press and Nebiolo Invicta sheet-fed offset machines in the single and two-colour 25 and 225 range and 233 two-colour range, as well as unitized Invicta multi-colour offset machines including the new four-colour 44-Super, a high-speed machine design based on the successful Invicta mono-multi-colour series of presses.

Pressmakers MAN will exhibit on the stand of their British agents Graphic Arts Equipment Ltd. sheet-fed offset multi-colour and perfecting machines, and examples of their best-selling web offset press range.

For the amateur printer, and the small printshop, Adana (Printing Machines) Ltd. will demonstrate printing on hand-fed table-top platen presses and treadle platens. A number of modifications to Adana presses are expected to be ready for the exhibition, among them a quarto TP48 power-operated machine. Adana exports cover most countries of the world.

Rapida offset sheet-fed machines will be shown for the first time in Britain by K. S. Paul (Koenig & Bauer) Ltd. The Rapida 0 single-colour machine is said to be unique in design as it employs a double inking system for every cylinder revolution. The Rapida III two-colour machine can also be changed over by simple action to print and perfect on both sides of the sheet.

In letterpress, the company will exhibit Rotafolio machines, the most widely used sheet-fed rotary letterpress system in the United Kingdom. Special Rotaregister units permit rapid plate and colour registration.

Eight Roland sheet-fed offset presses will be shown by the Pershke Price Service Organisation Ltd. whose total stand area will cover 2,520 square metres. These machines from Roland will cover a sheet-size range from 8¼ ins. x 11 ins. up to 39¾ ins. x 55½ ins. in single and multi-colour machines, and will include the latest models in the Favorit and Rekord ranges.

One of the largest sheet-fed offset machines available today, the American Miehle 54 ins. x 77 ins. will be demonstrated on the same stand and the productivity of this machine is so high that it competes directly with web offset machines. Web offset presses from the American Typefounders ATF range and ROF series of Albert & Cie will also be shown. The ROF web offset range, not previously shown in Britain, includes five types of unit-built machines to cater for a wide array of requirements from newspapers to full colour catalogues.

Other web-fed presses to be seen on the Pershke Price Service Stand will include a new Rotomec rotogravure press for printing on flexible packaging material; and a Padane flexographic press for the packaging industry. Albert will show a Super-Albertina rotogravure unit with folder and autopaster.

'Unique cylinder press'

The only letterpress cylinder press said to be made in Britain, the Titan 18 ins. x 23 ins. will also be seen on this stand. The Pershke Price Service Organisation will also show the Steninmesse & Stollberg Dufa offset proofing press with the new cooled plate bed which greatly aids the production of proofs and short runs by eliminating the evaporation of damping water.

These are just some of the many examples of the most up-to-date printing machines in the world today which will be on display.

IPEX 71 is promoted by the British Printing Machinery Association Ltd., in co-operation with the European Committee of Associations of Printing and Paper Converting Machinery Manufacturers and with the full support of the Association of Printing Machinery Importers. The exhibition is organized by Industrial and Trade Fairs Ltd.

● Cosmocord Graphic Systems new colour separation demonstration unit in central London will be easily accessible to foreign buyers attending IPEX – a special coach service has been arranged for the journey between Earls Court and Cosmocord's Farringdon Road centre.

Anti-Pollution measures on show at Montreal International Auto Salon

THE THIRD Montreal International Auto Salon, held in the exhibition hall of the Place Bonaventure from January 14-24 inclusive, attracted even greater crowds than last year. Total attendance was 246,175, an increase of 12 per cent over last year.

Special invitations were sent out to a preview of the exhibits the day before the opening of the show but no actual ceremony was performed on the opening day.

About 300 cars, including accessories, were on show. These included products from Britain, Italy, Canada, West Germany, Japan, France and the United States. British exhibits totalled 18.

The major display was by British Leyland whose stand was in the same prominent position as last year in the exhibition hall and drew a great deal of attention. One of the main attractions was the new Triumph Spitfire done up in the same colours as the Spitfire aircraft of the last war with appropriate markings.

At the preview the spotlight was on the Spitfire which was enhanced by the presence of mannequins attired in uniforms and fashions of World War II.

Good selection

British Leyland and other British exhibits were as follows: Austin Mini, Austin America, Austin 1800, MG Midget, MGB Roadster, MGB GT, Triumph Spitfire, TR6, Triumph GT 6+, Rover 2000 TC, Rover 3500S, Jaguar XKE Roadster, Jaguar XJ Sedan, Land Rover, Ford Cortina GT, Vauxhall Firenza Fastback Stationwagon, Vauxhall Firenza Sedan and Jensen. The new Ford Cortina and Vauxhall Firenza attracted much attention.

Mini cars were predominant this year from all exhibiting countries and there was considerable accent on anti-pollution measures.

Coverage throughout the period of the show was well provided by press, radio and television, both in English and French.

British Leyland were successful in winning the second prize for the best stand display and according to all reports received many firm inquiries on the stand which were followed up later in dealers' showrooms.

Nairobi Show offers new export opportunities

BNEC Africa hope to have three industries represented on the British stand at the Nairobi Show to be held from September 28-October 2.

This reflects a changing emphasis of the show towards an increasing number of non-agricultural equipment exhibits. The Federation of Mechanical and Construction Equipment and Cranes (FMCE), the Hotel and Public Works Group Limited (HOPBEG), the Agricultural Engineers' Association and the British Agricultural Export Group are all advising their members of the new opportunities.

The Nairobi Show is the largest annual exhibition in Tropical Africa. In each of the past three years a joint venture agricultural exhibition, sponsored on different occasions by the British Agricultural Export Council and the Agricultural Engineers' Association, has been held on the British stand.

Sponsor this year is BNEC Africa. The Department of Trade and Industry has agreed in principle to offer joint venture terms. Companies wishing further information should contact: BNEC Africa, 6-14 Dean Farrar Street, London, SW1.

Same good result as last year for toy firms at Nuremberg

A report from the British Consulate-General, Munich

OVER 100 British firms participated at this year's International Toy Fair in Nuremberg from February 5-12 providing once again the largest overseas contingent.

A total of 1,375 firms from all parts of the world were showing their products and vying for the goodwill of the 20,000 visitors to the toy fair.

Nuremberg is purely a trade event and members of the public are not admitted so that it is fair to estimate that at least 95 per cent of the visitors were buyers, wholesalers, and retailers.

Around 6,000 visitors were registered from countries outside Germany, thus underlining the truly international nature of this event.

Price increases

This year's fair was dominated by two aspects, the first being the general price rises of between 5 and 8 per cent and the uncertainty as to whether further price increases will be implemented later in the year. As a result a lot of buyers held off from placing firm orders, though the general view was that these will follow later.

The second aspect is the present uncertainty regarding the erection of new exhibition facilities in Nuremberg to house the toy fair. The present exhibition grounds have become too small and, indeed, have been inadequate for the last few years.

The Nuremberg municipality are anxious to erect a new exhibition complex on the outskirts of the town and have promised that this will be ready in time for the toy fair in 1973. As usual finance is the stumbling block, but it is hoped that a final decision will be forthcoming in the next few weeks, thus ensuring the continuation of Nuremberg as a venue for the world's most important toy fair.

British exhibitors had a good, if not outstanding fair, results in general being about the same as last year. Business was patchy with long periods of quiet followed by a sudden spate of inquiries. A lot of firms had, however, come to Nuremberg expecting this as many of them had had an excellent fair at Brighton two weeks before, and had already met many overseas contacts there.

Joint venture

Of the 101 or so British firms, 67 of these participated on joint venture stands organised by the British Toy Manufacturers' Association in conjunction with the Department of Trade and Industry. All were satisfied with the business achieved and, in particular, the new contacts made during the fair.

Two days after the fair opened on Monday, February 8 the British Toy Manufacturers' Association held their press conference, the occasion being attended by HM Minister (Economics) in Bonn, Mr. Denys Brown, who took the opportunity to deliver a speech in German to the journalists present, on Britain's position regarding entry into the Common Market.

The speech was received with great interest, and was variously reported in the press later in the week. Mr. Arthur Katz, vice-president of the BTMA, then spoke in detail about the British toy industry, underlining its position as one of the world's largest exporters of toys as well as indicating the problems common to the European toy industry in general.

Mr. Katz praised the co-operation between members of the European Federation of Toy Manufacturers and hoped that this would continue, particularly in terms of the establishment of European Safety Standards for toys.

After the conference Mr. Brown visited many of the British stands and was impressed with the general spirit of optimism shown by those exhibitors to whom he spoke.

Second to none

The International Toy Fair at Nuremberg continues to be an event of first importance for British manufacturers of an industry, which is highly export orientated. If, and when, the new exhibition premises are made available, there is little doubt that the fair will continue to expand and consolidate its position as the market place for the world's toy industry.

The next event takes place in Nuremberg from February 5-11, 1972, further details being obtainable from the DTI, Fairs and Promotion Branch, The British Toy Manufacturers' Association or the organizers' agents, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

'Ideal Home' has a Japanese flavour for the first time

GARDENS FROM two of Japan's most famous shrines will be represented at this year's *Daily Mail* Ideal Home Exhibition at Olympia (March 2-27).

One is a garden of white sand and black rock from the Ryoan-Ji Temple in Kyoto, the ancient capital. The other, a 'green garden' with Bonsai trees and a representation of Mount Fujiyama, recalls the Ginkaku-Ji Temple, known popularly as the Silver Pavilion Temple.

Japan appears at the Ideal Home Exhibition for the first time, and presents modern Japan against the colourful traditional background.

Two girls in national costume will be Miss Yumi Hanada, from the Masashino area of Tokyo, and Miss Kiyo Yamamoto, from Shizuoka City, near Mount Fujiyama.

Also in the spacious feature will be daily flower arrangements, the graceful tea ceremony, the cabin of a JAL jumbo jet, Japanese films, and two Japanese rooms. One is traditional, with Tatami mats, lacquered furniture and girls in kimonos. The other is a modern Japanese room.

The feature is a contrast between old and new. Thirty-five Japanese firms are displaying the best of their light industrial products, including portable colourvision sets specially made for the European market, new automatic cameras, sewing machines, clocks and watches.

The 1971 exhibition will, in fact, present a pageant of overseas countries, with people in national costume, including:

(1) American Indians, displaying and demonstrating their arts and crafts.
(2) The Dairy Girls of New Zealand
(3) A Viking from Scandinavia.

Last year's record of more than 500 overseas buyers will be greatly exceeded by special air charter trips.

The new design

Houses and Gardens this year will be together in the Grand Hall, which will have a main boulevard 600 ft. long. It runs through the landscaped gardens and houses, through Spring Fair (which contains furniture and furnishing) and into the West Hall with its new Home Improvements Section.

Other features of the exhibition include a spectacular British Steel Corporation exhibit, extended International Section and Food Section, Rooms of the Famous paintings by celebrities, and fairground carvings from Britain and the Continent.

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Record overseas visitors to laundry and dry cleaning show

THE HIGHEST ever percentage of overseas exhibitors have reserved space at the International Laundry, Dry Cleaning and Allied Trades Exhibition at Olympia, from September 9-18.

The show, sponsored by the Society of Laundry Engineers and Allied Trades Ltd., and organized by Industrial and Trade Fairs Ltd., will be one of the most important in the industry's history, for the emphasis will be on the growth markets.

British and overseas exhibitors will be showing new equipment with associated mechanical handling for high rates of production from minimum labour. The machinery is so versatile that it can be installed in domestic, commercial, linen hire and institutional laundries.

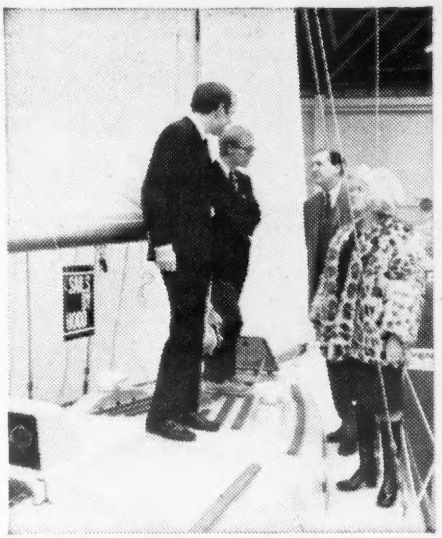
New machinery for finishing polyester/cotton workwear and bed linen will also be displayed. Packaging machines of more sophisticated design will show how labour in the packing room can be reduced.

London exhibition commemorates work of stainless steel pioneer

WHEN Mr. Harry Brearley died in 1948 his death was not widely reported outside Sheffield. But, his name and achievements in the field of stainless steel products were commemorated in London on February 16 with the staging of an exhibition at the Stainless Steel Development Association's headquarters.

The exhibition, recording the centenary of his birth, reflected past and present trends.

Tributes were paid to the man who, it was said, laid the foundations of the British stainless steel industry and whose products are now used in every branch of modern technology.



'Morning Cloud', which won the 1969 Sydney-Hobart race, was exhibited by Aqua Fibre International Ltd., Norwich, at the recent Copenhagen International Boat Show. Mr. C. M MacLehose (third from left), the British Ambassador to Denmark, and his wife visited the exhibition and are seen talking to Mr. S. Rasmussen, managing director of Aqua Fibre International Ltd. and Mr. M. Lund, director of the Danish importers, P. A. Herskind & Co. of Holte.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

MILAN TRADE FAIR

12 days of general trade fair: 14 - 25 April

269 days of specialized trade shows

Here are some of the figures for the last annual exhibition cycle, May 1969 to April 1970: 43 specialized trade shows as well as the general trade fair □ 26,098 exhibitors □ 1.64 million sq. yds. of display sites and premises □ 90 countries sending exhibitors □ 75 countries officially participating □ over 4 million visitors from 138 countries of all continents.

Plan a visit to Milan Fair. And another to the trade show that specializes in your line of business.

The Advance Catalogue, listing 80% of all exhibits shown at the big April trade fair, is available every year as from February 1st. Its detailed index of commercial items is in English, French, German, Italian and Spanish.

Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and the United Kingdom

FOLLOWING THE formal extension of the Anglo-French Commercial Agreement of February 6, 1960, for a further year from January 1, 1971, the French *Journal Officiel* of February 7, 1971 announced the opening of the quotas for the first half of this year for imports into Metropolitan France from the United Kingdom.

Applications submitted before the announcement in the *Journal Officiel* on February 7 for which import licences have not been issued by February 22 will be considered void.

I. ALLOCATION OF QUOTAS

A. List of quotas administered in France

Quota No.	Tariff No.	Description
4	ex 06.02	Hothouse and greenhouse plants
5	06.03	Cut flowers
7	ex 16.04, 20.01, ex 20.02, ex 20.06, ex 21.07	Products of the food industry
21	38.14 B I a	Oil additives
37	85.15 B II and ex IV	Assemblies containing crystal diodes, triodes and other crystal valves including transistors, constituting components of radio-electric apparatus
43	89.01 B I	Light boats
	Various	Replacement parts for light boats
53	Various	Miscellaneous†

† Credits allocated to this quota are reserved for restricted goods not covered elsewhere in the Agreement nor falling within global quotas

B. List of quotas administered in the United Kingdom

Quota No.	Tariff No.	Description and name of administrating authority
14	ex 20.04, ex 20.05, ex 20.06	Mincemeat and lemon curd – Food Manufacturers' Federation
15	ex 20.05	Jams – Food Manufacturers' Federation
15 bis	ex 20.05	Marmalade made from citrus fruit or ginger – Food Manufacturers' Federation
16	20.07 A, ex B	Fruit juices – Food Manufacturers' Federation
17	ex 21.07	Fruit and other essences – Commercial Relations and Exports Division, Department of Trade and Industry
18	22.09 C ex I	Rum – Rum Importers' Association of Great Britain

For quotas administered in France (List A above) applications for licences should be submitted on form AC and accompanied by a pro-forma invoice emanating from the exporter or his accredited agent.

For quotas administered in the United Kingdom (List B above) the licence applications must bear in block letters, the words 'Importation de Grande-Bretagne, poste No.....' and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority.

Both types of licence applications should be submitted to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris 9e, where they will be examined following an interval of five days from the date of the publication of the notice in the *Journal Officiel* of February 7, as and when they are received.

II. ADDITIONAL FORMALITIES

In addition special import conditions are applicable to products imported under quotas numbered 7, 14, 15, 15 bis, 16, 17, 18 and, in certain cases, 53, and are set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963 details of which are as follows:

Importers of non-liberalized agricultural products and alimentary products in the following list, must furnish three copies of a pro-forma invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter and must be in French or have a French translation attached:

Tariff No.	Description
07.02	Frozen vegetables (except olives)
07.04 A, ex C	Dried, dehydrated or evaporated vegetables
08.07 A	Fresh stone fruit: apricots
08.10	Frozen fruit, not containing added sugar
Ex 08.11	Fruit preserved in brine or sulphur, other than cherries
08.12 C, ex F	Dried plums (in cases of less than 50 kg.) and fruit salads containing 20% or more of plums
Ex 09.01	Roasted coffee and substitutes containing coffee
13.03 B I and II	Dried pectins, extracts and juices of pectins
17.04 A	Liquorice extract containing more than 10% by weight of sugar, not containing other substances
20.01, ex 20.02 / 20.04, ex 20.06	Preserved or prepared vegetables and fruit
20.07 A, ex B	Fruit juices
21.07 ex F	Food preparations not elsewhere specified or included

The following information, in French, must be detailed on all pro-forma invoices:

All products

The extract descriptions of the products, including the name under which they are sold.

Pectins, extracts and juices of pectins

The degree of concentration and the nature of the pectin.

Products falling under tariff headings 17.04 and 21.07

A complete percentage analysis of the composition of the products to be imported is required, and this must give an exhaustive list of all the components. Where colouring materials are used, the exact nature of the materials used must be stated, with reference to the index or to Schultz. The same requirement applies to any chemical materials used. It must be stated whether any flavourings used are natural or artificial.

Fruit juices

Importers must produce at the time of their application for an import licence a certificate from their suppliers to the effect that the products conform to French legislation and, in particular, are not the result of a dilution of a concentrate and a juice.

It is stressed that invoices, as detailed above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

Inquiries from British exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

United Kingdom aid to developing countries

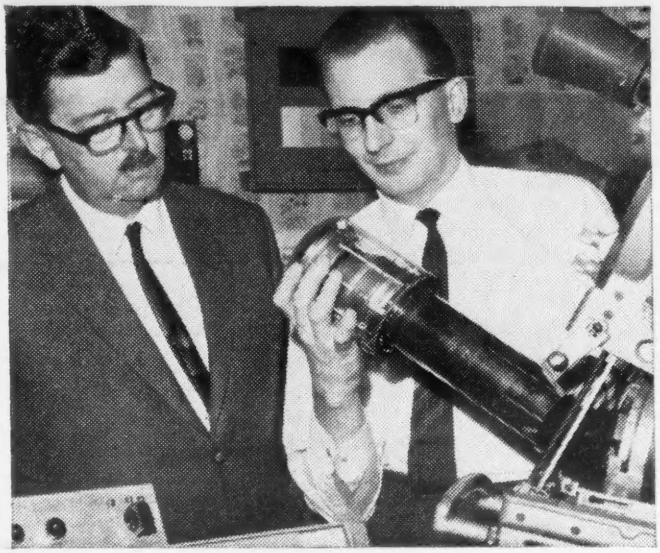
MALAWI

ON FEBRUARY 1 the Minister for Overseas Development and Mr. Aleke Banda, the Malawi Minister of Finance, Information and Tourism, signed a loan agreement under which Britain is making £3.35 million available to Malawi for agreed development projects during a 15 month period from January 1.

Procurement under this loan is being undertaken by the Malawi Buying and Trade Agents, 6 Victoria Street, London, S.W.1 (Tel. 01-799 1381), to whom British exporters may address their inquiries.

CEYLON

BRITAIN IS making a £625,000 loan to Ceylon towards a scheme for the improvement of the water supply in Galle, a town in the south-west corner of the island. A loan agreement signed in Colombo covers the financing of British goods or services to be used in the construction of a storage reservoir, intake and treatment works, a pumping main about 3½ miles long and about 40 miles of distribution mains. The project will make piped water



A recent visitor to the Chelmsford factory of English Electric Valve Co. Ltd., was Mr. Alan Wardale, a senior valve engineer, who is a member of the special group set up within GEC-Elliott Automation Pty. Ltd., Sydney, to market EEV tubes in Australia. The picture shows Mr. Wardale (left) in a test studio at Waterhouse Lane, discussing TV camera tube testing techniques with Mr. Ben Gawthorpe.

available to the whole of the town which, with a population of about 70,000, is the fifth largest in Ceylon. Rationing of water will be eliminated and facilities improved for all groups of consumers.

The terms of this loan are the same as those applied to all United Kingdom loan agreements concluded with Ceylon since the establishment of the 10-nation Ceylon aid group in 1965, i.e. interest free and repayable over a period of 25 years including an initial three-year grace period.

Inquiries relating to this notice should be addressed to the Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757), quoting Reference ESB 6638.

Tunisia and South Korea

THE TUNISIAN *Journal Officiel* of January 8, announced details of the trade agreement signed last year between Tunisia and South Korea. The operative date of the agreement is for one year from May 19, 1970.

Tunisian exports to South Korea will include fruit, vegetables and associated products and minerals whilst in return Korean exports will include chemical products, transport equipment and electrical equipment.

Further details are available to British exporters from Tariff Section. Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

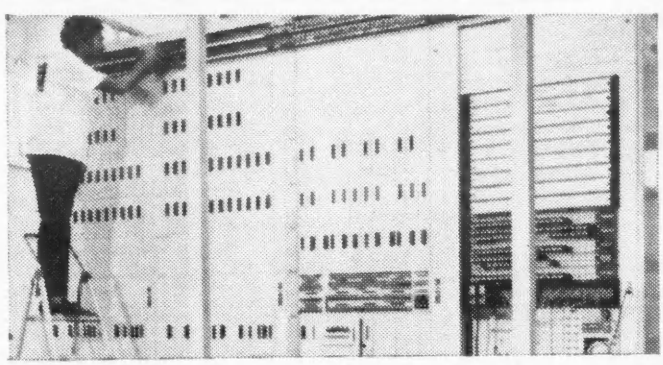
New United States Trade Bill

A BILL, HR 20: Trade Bill 1971 – in similar terms to the bill which was passed by the United States House of Representatives last year, but which did not complete its course in the Senate before the end of the 91st Congress, was reintroduced last month at the start of the new Congress and has been referred to the Committee on Ways and Means. The Bill contains provisions identical to those proposed last year for import quotas for certain textiles and footwear and for easier tariff adjustment (escape clause) and adjustment assistance criteria, including the 'trigger mechanism' to restrict imports at a predetermined level. (These proposals were summarized in the *Board of Trade Journal* for September 2 and October 7, 1970.) There are minor changes in the new Trade Bill concerning proposals for tariff quote restrictions on mink fur skins and glycine and the system of tax deferral for Domestic International Sales Corporations.

Similar trade legislation has also been tabled in the Senate. Unlike HR 20, the Senate Bill – S4 – does not provide for abolition of the American Selling Price system of customs valuation or the setting up of DISCs.

No dates have been given for consideration of HR 20 and S4. They could move quickly once they are placed in the Congressional calendar but Congress has a pressing programme of other legislation, some of which may have priority over the Trade Bills.

Inquiries should be addressed to the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).



An engineer checks a fuse in one of the racks of Plessey Pentex Electronic Telephone Exchange equipment installed in the new exchange at Abu Dhabi which was opened recently. Plessey supplied the equipment to the Abu Dhabi Telegraph and Telephone Company Ltd., a subsidiary of International Aeradio Ltd., which operates the public telephone system in Abu Dhabi.

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Export opportunities: Export Intelligence Service

Because of disruption of postal service from January 20, Export Services Division of the Department of Trade and Industry has been unable to despatch intelligence to the subscribers to the Export Intelligence Service.

The following is a list of Export Opportunities that would have been dispatched in the Service in the normal course of events for February 12-18. The names and addresses of the overseas inquiries to whom the exporters should reply can be obtained from Export Service Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Telex No. 886143. Answer back Bothillgate London) or at any of the Department's Regional Offices or its Offices for Scotland and Wales. Subscribers to EIS within a reasonable distance of these offices, may wish to know that facilities exist for them to call and examine all the intelligence that would have been available in the normal service.

SPECIFIC EXPORT OPPORTUNITIES

Afars and Issas, French Territory of:
- Biscuits
- Cordials
- Detergents
- Toiletries

Australia:
- Blow moulder
- Chemicals
- Clay roofing tile manufacturing equipment
- Coffee roasting machine
- Electrometer
- Equipment for particle board plant
- Handling equipment
- Helicopter
- Laboratory press
- Magnetometer
- Mount Keith nickel project
- Nut fryer
- Photo-electric time controls
- Programming unit
- Plate meter and indicator
- Polyethylene tubing
- Radar
- Routing machine
- Silicon tubing
- Switch isolator
- Tape duplicator system

Austria:
- Clothing
- Cufflinks
- Leather belts
- Piece-goods
- Tie pins
- Women's outerwear

Barbados:
- Clothing accessories
- Dyes and chemicals
- Furniture
- Handbags
- Hardware
- Hat stamps
- Holloware
- Ironing boards
- Switch dimmers
- Trolleys

Belgium:
- Alloy steel stampings
- Collectors for electric motors
- Footwear materials and leather
- Record pressing equipment

Berlin:
- Clothing
- Rubber car mats

Brazil:
- Trawlers

Bulgaria:
- Control equipment

Burma:
- Government of Burma requirement

Canada:
- Cable
- Capital construction programme
- Control console
- Chocolate confectionery, peppermint wafers and patties
- Closed circuit television
- Conduit
- Couplings
- Cutting and sewing machines
- Elbows
- Electrical and communications equipment
- Hotel equipment
- Key rings
- Logs
- Picture frame moulding
- Pumps
- Recycling mechanism
- Slide recycling device
- Steel tubing
- Switchboards
- Tubing
- Valves
- Ventilation systems
- Video cassette unit
- Water purification equipment

Ceylon:
- Distillation still

Congo Republic:
- Body-building equipment
- Groundnut – shellers
- Gymnasium equipment

Cyprus:
- Teasing machine for hair

Denmark:
- Metal tokens

Dominica:
- Ice plant

Ethiopia:
- Playing machines
- Furniture
- Material and equipment for tubular furniture plant

Finland:
- Chemicals

France:
- Cast iron waste

Germany:
- Aerials
- Belts
- Candles
- Cheese
- Chemicals
- Cotton fabric
- Cutting heads
- Cylinders
- Cycle parts
- Drawing equipment
- Drugs
- Earthmoving machinery
- Fish
- Gauze
- Gypsum plaster
- Heating cords
- Hoses
- Hydraulic gears
- Linoleum cutting tools
- Machine tools
- Marmalades
- Medical apparatus
- Medical equipment and appliances
- Medical and surgical instruments – electric and non-electric
- Potato crisps producing machinery
- Plastics
- Rayon cotton fabric
- Resistors
- Rubber products
- Scarves
- Seals
- Silk
- Sound reproduction equipment
- Spring water
- Synthetic rubber
- Tapes
- Textile machinery
- Thermostats
- Tin plate
- Valves
- Wallpaper
- Welding lugs
- Wheels and wheel discs

Hong Kong:
- Communications equipment
- Cranes
- Fork-lift trucks
- Office machinery

Iceland:
- Paper sack machinery
- Poultry farming equipment

India:
- Helicopter spares and maintenance equipment
- Hot/cold rolled steel sheet
- Lathes
- Machine tools
- Measuring instruments
- Solvent recovery plant
- Spray gear equipment
- Steel plates

Iraq:
- Textile machinery

Italy:
- Asbestos fibres
- Looms
- Plastic moulding machines
- Sealing and forming machinery
- TNT
- Transducers
- Welding, sealing and forming machinery
- Zircoloy tubing

Japan:
- Beer
- Bowls
- Clothing
- Fruit juices
- Pottery jars

Jordan:
- Textile machine

Lebanon:
- Citric acid
- Loom

Liberia:
- Compressors

Libya:
- Laboratory equipment
- Refrigeration equipment
- Washing machines

Malawi:
- Footwear
- Water level indicator

Malaysia:
- Generating set

Montserrat:
- Coffin furniture
- Iron sheets
- Mesh and barbed wire
- Nails and hinges
- Plastic tubing
- Power tools
- Sanitaryware
- Tiles

Morocco:
- Electro-plating plant

Netherlands:
- Animal hearts
- China
- Garden furniture
- Pottery
- Riding boots
- Riding clothes
- Saddlery

New Zealand:
- Epoxy coating powders

Norway:
- Axles
- Brakes
- Caustic soda
- Lighting equipment
- PVC tubes
- Suitcases and beauty boxes

Pakistan:
- Chemical plant
- Yarns

Panama:
- Laminated plastics
- Metal furniture parts
- Nails
- Paper

Poland:
- Machines for the building industry

Sierra Leone:
- Clothing and clothing accessories
- Football boots
- School wear
- Sports garments

South Africa:
- Furniture
- Lamps
- Lampshades
- Wire strapping machines

Spain:
Photographic materials
Newspaper printing equipment

Sweden:
Analytical instrument
Blotting paper
Ceilings
Computer equipment
Consumer goods
Denim cloth
Electric motors
Sunglasses
Toys
T shirts

Switzerland:
Biscuits
Chain link
Furniture
Men's clothing
Metal household goods
Tapes
Tea
Toilet preparations
Women's scarves

Tanzania:
Walkie-talkie radios

Turkey:
Fats
Glycerine and soap manufacturing machinery

UAR (Egypt)
Machines for laying tiled drains

USA:
Bearings and couplings
Blankets
Bogies
Bogie springs
Boilers
Brake linings
Brass fireplace equipment
Coach interior lighting
Driver instrumentation and controls
Earthenware
Electronics components
Giftware
Gloves
Grinding machine
Industrial supplies
Leaf springs
Linen
Mag-locks
Marine equipment
Minerals
Modular designed construction
Motors
Pantographs
Passenger seats
Photographic reproduction equipment
Pipe wrenches
Pliers
Pottery
Precision tools
Prefabricated housing
Printers' brass rule
Reeticle ho'der
Sailboat winches
Sanders
Scientific instruments
Spanners
Steel bars
Steel forgings
Steel planer knives
Tape measures
Tennis balls
Towels
Tyres
Walking sticks
Windscreen wipers and washers
Woollen scarves

MARKET POINTERS

Australia:
Construction and extension of schools and technical institute in Queensland
Development of coal-fields in Nebo district of North Queensland, involving construction of new railway line, mines, a new port township and water supply
Liquid waste disposal systems
Machinery for compacting, tipping and spreading solid refuse
Mount Keith nickel project
New farm bridge over Brisbane river
Possible relocation of ship yard
Solid waste disposal plants
Thermal scanners
Underground railway

Belgium:
Construction of a lock at Boerinne (Antwerp)
Construction of a lock at Kallo—East Flanders
Expansion of vehicle factory

Brazil:
Chemical plant
Fishing industry
Food processing plant
Water supply systems

Burma:
Government of Burma requirement

Canada:
Capital construction programme
Expansion of Sydney steel plant
Proposed new bridge over the Miramichi River at Red Bank, New Brunswick

Cyprus:
Frequency modulation transmission equipment

India:
Steel

Iraq:
Textile machinery
Tobacco processing and farming machinery

Israel:
Chemical expansion programme
Expansion of canned citrus products and tomato production
Jerusalem-Tel Aviv rail link

Italy:
Air and water pollution
Fish deep freezing plant
Office equipment and machines

Malaysia:
Port development

Netherlands:
Chemical appliances
Chemical plant
Construction of an oil storage tank farm at Maasvlakte
Establishment of oil refinery
Furnishing and catering equipment
Oil refinery
PVC plant

Nigeria:
Poultry equipment

Pakistan:
Reports of the advisory panels for the Four Five-Year Plan, 1970-1975

South Africa:
Traffic control system

Spain:
Scientific and medical apparatus

Sweden:
Extension of Stockholm's International Airport (Arlanda)
Rapid expansion of Swedish chemicals industry

Switzerland:
Health clubs

Thailand:
Five-year development plan, 1971-1976

Turkey:
Eregli iron and steel works
Proposed vegetable and fruit canning factory
Thermometer manufacturing plant
Steel works
Timber products project

UAR (Egypt):
Visual aids

AGENCY INQUIRIES:

Australia:
Shelving

Barbados:
Fabrics
Gas stoves
Swimsuits
Switch dimmers

Belgium:
Copper cooking and heating apparatus
Cutlery
Footwear materials and leather
Glassware
Sports articles and equipment
Toaster

Berlin:
Women's underwear

Canada:
Automotive equipment
Domestic appliances
Incineration and sewage treatment equipment
Load haul dump vehicles and underground personnel carriers
Plant and equipment for waste and sewage treatment
Water purification equipment

Cyprus:
Carpets
Furnishing fabrics
Furniture
Oil
Perambulators
Push chairs
Soft iron wire
Steel angles

Denmark:
Hosiery

Dominica:
Hoists
Plastic foam
Plastic sheets
Plastic working machinery
Road rollers

Finland:
Conveyors
Cutlery
Electric drills
Flowers, plastic
Glasses
Hollow-ware
Scissors
Socks
Tape
Tights
Wallets

France:
Chemical products
Machine tools

Germany:
Batteries
Calcium citrate and citric acid production treatment
Camshafts
Carpets
China
Chinaware
Communications equipment
Control gear
Core blowing machines
Crankshafts
Dispensers
Drawing equipment
Drying machine
Electric motors
Electrical components
Electrical domestic appliances
Electro-technical instruments
Fabrics
Foodstuffs
Furnaces
Furniture
Foundry equipment
Garage equipment
Glassware
Grinding machines
Handling equipment and components
Hygiene and sanitary articles
Incinerators
Industrial raw materials
Injection moulding machines
Instrumentation
Jewellery
Leather
Lighting equipment
Loading and conveying equipment
Measuring and control apparatus
Medical and surgical instruments, electric and non-electric
Oils and fuel additives
Packaging machinery
Packaging materials
Painting surfaces preparations and finishing equipment
Paints and coatings
Paper and board
Paper making materials
Plastic foils
Plastic granules
Plastic materials, industrial
Plastic working machinery
Pollution control equipment
Pottery
Pressure gauges and flow meters
Printing and packaging machinery
Resins
Semi-conductors
Sheet music
Smokers' pipes
Steel
Tapes, packaging materials
Textile machinery accessories
Tool attachments
Torches
Transformers
Tube and fittings
Tyres and tubes
Valves
Vehicle parts and accessories
Woodworking machinery

Greece:
Asbestos cloth
Cardigans
Drawing compasses
Hearing aids
Jewellery
Jumpers
Lubricating oils
Paper
Pens
Pullovers
Shirts
Stockings
Swimsuits
Tights

Guatemala:
Chocolate and sugar confectionery wrapping machinery
Weighing and filling machines
Yarns

Hong Kong:
Cleaning agents

Irish Republic:
Fans
Water heaters

Israel:
Airfield equipment
Canned pineapple

EXPORT OPPORTUNITIES. *continued*

Copper alloys
Ferro alloys
Fire fighting equipment
Lithopone
Red lead
Sisal sheets
Steel bars
Synthetic rubber
Telescopic ramps
Universal plates
Vehicles

Italy:
Boats
Bookbinding machinery
Cosmetics
Engines
Hosiery
Hovercraft
Hydrostatic transmissions
Printing and lithographic machinery
Pumps
Tartaric acid production plant
Yachts

Japan:
Sewage treatment

Kuwait:
Metal doors

Lebanon:
Clothing
Man-made fibres and yarns of man-made fibres
Textile fabrics

Malta:
Paints and varnishes
Shirt materials
Tubes and pipes
Undergarments

Malawi:
Fabrics
Leather goods
Plastic goods
Trimmings
Umbrellas

Netherlands:
Bicycle parts
Biscuits
Boats
Brushes
Caravan accessories
Caravans
Central heating plant
Chemical products and process for surface cleaning machinery
Combs
Computer reels
Confectionery
Demonstration apparatus
Detergents
Educational kits
Electric motors
Feeding bottles
Flanges
Footwear
Garbage removal equipment
Gardening equipment
Giftware
Glassware
Incinerators and crushers
Instrument racks and cupboards
Measuring instruments
Medical disposables and tapes
Meters
Miniature toys
Motor cycle accessories
Packaging machinery
Paper
Paperboard
Pipe fittings
Plastic domestic goods
Pleasure craft
Pottery
Projectors
Rubber teats
Sanitaryware
Ships' fittings
Shower caps
Smokers' requisites
Storage packs, etc
Tableware
Tools
Transformer accessories
Valves
Waste disposers
Wigs

New Zealand:
Kitchen tools
Paintings and drawings
Side arms

Nigeria:
Electrical appliances
Foodstuffs
General equipment
Hand tools
Hardware
Stationery and office equipment

Norway:
Racing cycles and accessories

Pakistan:
Copying machine
Chemical
Hand tools

Philippines:
Engineering materials and equipment
Machinery and equipment for water purification and machine tools
Welding alloys and equipment

Portugal:
Agricultural implements and machinery
Batteries
Builders' furniture hardware
Building equipment
Builders' hardware
Building materials
Clothing
Decorations
Domestic electrical appliances
Electric bulbs
Electric portable tools
Fabrics
Floor coverings
Food machinery
Furniture, hardware
Gloves
Hand tools
Pasteurizers
Pharmaceutical specialities
Rubber plants
Sanitaryware
Seed potatoes
Soda syphons
Tableware
Television sets
Toiletries

Puerto Rico:
Beltings
Chains
Engines
Hose
Nuts and bolts
Pumps

Singapore:
Record turntables

South Africa:
Builders' hardware and fittings
Crockery
Cutlery
Electrical equipment and materials
Foodstuffs
Giftware
Hotel equipment
Leather goods
Light fittings
Napery
Sports goods
Toys

Spain:
Bottle sorting equipment

Sweden:
Analytical instruments
Carpets
Clothing
Coats
Computer equipment
Duffle coats
Fur, poplin and suede coats
Gloves
Golf course equipment
Leather and skins
Leisure articles
Machine tools
Monitoring equipment
Motor car accessories
Shavers
Suits
Textured yarns
Vinyl gloves
Women's leisure wear

Switzerland:
Brushes
Boat trailers
Cables
Copper wire
Electronic components
Horse powders, creams and lotions
Horse riding equipment
Motor cabin cruiser
Tapes
Taxi meters
Trailers
Transformer cores

United States:
Belts
Christmas decorations
Clothing
Fan motors
Hand bags
Hardware
Houseware
Steel/cobalt cylinders
Textile machinery accessories

Venezuela:
Concrete dumpers

TENDERS

Abu Dhabi:
Construction of road

Algeria:
Automatic control equipment
Electrical equipment
Film developing equipment
Generators
Horses
Laboratory equipment
Mining equipment
Motors
Moulding, injection and welding machinery
Paste packing equipment
Swimming pool equipment

Argentina:
Aircraft
Cable
Electrical switches and accessories
Helicopter
Helicopters
Incinerator plant
Mining equipment

Australia:
Air compressors
Carrier telephone equipment
Construction of bridges
Electrical equipment
Hopper wagons
Insulators
Meters
Polyester cotton shirting
Power line carrier protection signalling equipment
Pumping units
Survey instruments
Temperature measuring transducers
Testing machines
Transducers
Turbo generator and associated plant
UHF ground beacon

Belgium:
Construction of shell of hospital

Bolivia:
Electrode regulating equipment

Botswana:
Construction of road and railway

Brazil:
Consultancy study

Burma:
Ball bearing and plummer blocks
Cable lugs
Grease manufacturing equipment
Pulp density scale
Pumps
Radio receiver/transmitter
Reagent feeders
Air compressors
Automatic sampler
Bench vices
Brass ingot
Bucket elevator
Chain blocks
Chain block trolleys
Chemical food additives
Conveyors
Cyclones
Electrical supplies
Filling machines
Fire-fighting equipment
Flotation machines
Food colourings
Formica sheets
Glue
Hacksaw blades
Hardware
Head motions
Hydraulic classifier
Iron, pig and cast
Laboratory apparatus
Laboratory chemicals
Magnet, suspension
Ore crushers
Ore feeder
Paint and brushes
Pipe fittings
Pipe, galvanized iron
Polyester cotton yarn
Power station plant
Pumps and motors
Rake classifier
Safety helmets
Safety pins
Screens and motors
Screws
Spiral classifier
Steel grizzley bar
Steel tubes
Steel
Steel plates
Steel working machine
Thickeners and accessories
Valves
Varnishes

Cameroon:
Agricultural equipment
Construction of schools
Fertilizers
Insecticides

Canada:
Radio equipment
Transformer

Ceylon:
Ambulances
Brake fluid
Construction plant
Cord
Cordage

Cottons
Duplicating materials
Elastic fabric
Electrical supplies
Explosives
Foundry materials
Metals
MS billets
Power plant
Projectors
Radio/Telephone equipment
Ropes
Seed and grain cleaners
Telephone exchange and cables
Twine
Tyres and tubes
Webbing
Welding plant and equipment
Wicks

Chile:
Cash register machines

Colombia:
Pumps for sewage
Tilt platforms
Transformers

Costa Rica:
Dental equipment
Drip flasks
Electrical materials
Hospital equipment
Medical instruments and supplies
Obstetric table
Pharmaceuticals
Rectifier
Road studies
Road working machinery

Cyprus:
Pipe fittings
Syringes and needles

Ecuador:
Completion of construction of hospital

France:
Cupolas for swimming pools

Germany:
Brush wood
NATO storage facilities
Ship
Stakes

Greece:
Agricultural machinery
Condensers
Defence construction
Dental chairs
Diesel engine spare parts
Fault indicators
Glue
Kitchen equipment
Office machines
Telephone alarm and communication system
Vehicles

Hong Kong:
Multiplex equipment
Radio relay system

India:
Air-conditioning equipment
Antimony (sulphide) ores
Bearings
Cathode holder washing machine
Copper wire bars
Dust and sand testing chamber
Ferro silicon
Gas cylinders
Gelatine capsules
Head sheaves
Lead
Machine tools
Marker buoys
Planing machine
Railway panel interlocking
Riveting press
Roller bearing axle boxes
Spectrophotometer
Steel bars
Steel castings
Steel mill rolls
Switchgear and accessories
Tin ingots
Transformers
Velometers

Iran:
Electrical equipment
Oil-filled cable
Pumps and motors
Stamp cancelling machines
Railway wagons

Iraq:
Asbestos fibre
Brass ingots
Brick plant
Chemicals
Clothing
Dry battery production materials
Dust sectioner
Dyestuffs
Electrical equipment
Garage equipment
Manual telephone switchboard
Oils and grease
Photo engraving materials
Radio spares
Receiver parts
Receivers
Service tank
Sewage treatment plant
Textile machines
Viscose rayon

Irish Republic:
Construction of water tower and associated works
Fire-fighting vehicles
Fluoridation of water supplies
Hospital improvement scheme
Pilot launch
Water tower

Italy:
Mimeograph paper
Paper towels and toilet paper

Jordan:
Air compressor
Arc welder
Valves

Korea:
Pumping station equipment

Lebanon:
Machine tools
Radar spare parts

Libya:
Agricultural machinery and equipment

Malawi:
Construction of road and bridge

Malaysia:
Agricultural machinery demonstration
Construction of foundation, superstructure and CW works at power station
Fire-fighting equipment
Microwave test equipment
Steelwork and cladding
Workshop equipment

Mexico:
Aluminium and steel cable
Steam generators accessories
Transmission line accessories

Netherlands:
Construction of works island
Road maintenance
Road reconstruction

Peru:
Steel posts

Poland:
Railway rolling stock spare parts

New Zealand:
Direction finder
Electrical equipment
Morse transmitters and perforators
Repp cloth
Telephone cord
Uniform cloth
Valves and associated equipment

Pakistan:
Chain saw borer
CI sheets
Laboratory glassware
Nylon twine
Pesticides
Photographic equipment
Steel channels
Steel line pipe
Sound reproduction equipment

Panama:
Diesel generating units
Generating sets

Papua/New Guinea:
Chairs
Dining chairs
Steel cupboards

Saudi Arabia:
Broadcasting units

South Africa:
Brushes
Guillotine
Laboratory apparatus
Radio telephone equipment
Tape measures

Spain:
Veterinary drugs and chemotherapeutic agents

Sudan:
Radio telephonic equipment
X-ray films and chemicals

Syrian Arab Republic:
Fats
Laboratory equipment
Oils
Pipeline accessories

Taiwan:
Asbestos mill board
Cadmium metal
Coin blanking presses
Electric light fittings
Fans
Fork-lift trucks
Gauges
Gliding metal
Machine shop
Miner's cap lamp
Rayon
Solid wheels
Steel beams
Steel tyres
Sub-station tools
Testing apparatus
Tools
Trailers
Transformer
Truck/tractors
Tube and pipe working machines
Valves
Vehicles
Wire

Tanzania:
Soap

Thailand:
Aluminium Conductors
Battery chargers
Bronze powder
Ground wire supports and clamps
Hydraulic track press
Machine tools
Photogravure ink and varnish
Pumps
Transformers
Vacuum Dryer

Tunisia:
Construction of railway station
Vehicle chassis and bodywork

Turkey:
Graphite
Marine diesel engines
Moulding machine
Pilot lamps
Playing cards
Rock drills and pick hammers
Shock absorbers
X-ray films

UAR (Egypt)
Asbestos cement sheets and pipes manufacturing plants
Bottle filling equipment

Upper Volta:
Cable
Construction and erection of telephone channels and lines
Telecommunication equipment
Wire

Uruguay:
Lathes and accessories

United States:
Transformers

Yugoslavia:
Constructional works
Power station equipment
Textile machinery

Zambia:
Construction and equipment of hospital unit
Generating sets
Lanyards
X-ray films and chemicals

MANUFACTURE UNDER LICENCE

Germany:
Computer consultancy
Computer software
Electrical domestic appliances
Oils and fuel additives
Paints and coatings
Plastic foils
Resins

Italy:
Grinding machines
Hydrostatic transmissions

Netherlands:
Detergents

South Africa:
Plastic products

Spain:
Compressors

United States:
Scientific instruments

SUCCESSFUL BIDDERS

Australia:
Construction of bridge
Plaster of paris bandages
Transformers

Ceylon:
Dried yeast

Costa Rica:
Detonators
Pharmaceuticals

Tunisia:
Construction, testing and laying of pipes
Gas compression and treatment plants

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the January 13 *issue of* Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page* 378 *of this week's issue) or the Export Services Division, Export House,* 50 *Ludgate Hill, London, EC4M 7HU (Tel.* 01-248 5757).

Building mission to Greece

INDEPENDENT TRADE MISSIONS LTD., London, are organizing a composite mission in the building and constructional industries to visit Greece from March 7 to 13. Members of the mission will include representatives from the export group for the constructional industries, suppliers of building equipment, architects and engineers. They will examine opportunities for participation by British firms in developments in the tourist industry and in new industrial areas. Some members will also be visiting Cyprus.

The mission has the approval of the Department of Trade and Industry, and the National Bank of Greece is co-operating in arranging meetings in Athens with the Greek Government and leading representatives of the building and constructional industry.

Market survey

MR. D. M. READ, joint managing director, and Mr. F. A. Ramage, marketing director of Electro Mechanisms Ltd., Slough, Bucks, leave in mid-March for a market survey of Germany, Switzerland and Belgium. They will also visit existing and prospective customers and seek representatives for the company's products – transducers and associated electronic systems used in industrial, marine and aircraft engineering for automation, process control and research and development. The transducers measure pressure, displacement, acceleration, strain, vibration and temperature.

The company has been successful in oil-producing countries with their vibration monitoring alarm system.

East Pakistan assignment

A CONTRACT to prepare documents inviting tenders, on a turnkey basis, for developing a mine and establishing a cement works at the Jaipur Hat limestones deposit, East Pakistan, has been awarded to Powell Duffryn Technical Services Ltd. – international consultants in mining, engineering and management – by the East Pakistan Industrial Development Corporation. Under the contract PDTS will also assess the tenders submitted and assist in negotiating and drawing up contracts for the projects implementation.

The project involves sinking two shafts through 1,500 ft. of water-bearing strata, developing a mine to produce 5,500 tons of limestone a day and establishing a cement works with a daily output of 2,000 tons of cement and 1,000 tons of clinker. The clinker will be transported to the south to be milled into cement.

Dr. J. Howard Griffiths, director and chief chemical engineer of PDTS, who is in charge of the assignment, left recently for a three-week visit to Dacca, while Mr. W. Mackie Brown, a PDTS senior project engineer, visited East Pakistan last month.

Market established in Japan

SCHERMULY LTD., of Newdigate, Dorking, Surrey – manufacturers of distress pyrotechnics – announce a major addition to their world marketing network. The range of Schermuly's marine pyrotechnics and line-throwing equipment will be available at all major ports throughout Japan, both for initial installation on new ships built in Japan for overseas markets and for pyrotechnic replacements on all vessels sailing under Department of Trade and Industry regulations.

Much of the success of this new market breakthrough is due to the energies of Mr. Tony Harrison, Schermuly's marine sales manager, who has been in Japan since October to establish this market.

Visiting South America and United States

MR. H. M. SEWARD, managing director of Optrex Ltd., eye care specialists, left this week for South America and the United States on a five-week sales tour. In Venezuela he will meet the company's agents and talk to Health Authorities regarding the sale of the company's Famel range of products. In Miami he will seek cosmetic openings for eye masks and Shamrock leave sachets. In Chicago Optrex have an interest in medical alginates. In New York he will call on Andrea Raab, the cosmetic company, who have distributed over two million eye masks over the past two years.

Hotel system demonstrated

THE advent of the Jumbo Jet and the ever-increasing volume of business and tourist traffic throughout the world is causing a revolution in hotel reception methods. Hotels are today faced with achieving a higher degree of efficiency in reception and the necessity for streamlining the acceptance of bulk arrivals of guests is changing the whole concept of hotel design. One of the most modern aids designed to meet this problem is the electronic 'Hotelier' room status system developed by British Relay Ltd., Crawley, Sussex, which gives the reception desk constant and immediate indication of the number of rooms occupied, vacant or requiring reinstatement, and other information.

Last month the system was demonstrated to hotel groups in South Africa by Mr. A. Bailey, general sales manager of the British Relay special services division, who last summer completed a similar sales tour of the Caribbean.

British Relay is now installing the system in Holiday Inn hotels in Germany, Italy, Monaco and the Lebanon, and in various hotels in the Caribbean.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£12,000 Canadian order

A £12,000 order from Canada has been placed with Epsylon Industries Ltd., Feltham, Middx., for EDL-12 data loggers, which are claimed to operate for up to three months without attention. This increases to 23 units the number ordered so far for North America alone by Leigh Instruments Ltd., the Epsylon associate in Ottawa. Translation equipment for readout of the loggers' magnetic tape has also been ordered.

Hungarian glassware order

One of the biggest orders to be placed by Hungary for heat-resistant household glassware has been secured by the consumer division of James A. Jobling & Co. Ltd., Sunderland.

Konsumex, the State trading organization, is spending £50,000 on casseroles and babies' feeding bottle sets. The order, representing more than 250,000 pieces of Pyrex brand glassware, was won in competition with other European and United States manufacturers.

Coals to Newcastle – by container

A high-quality anthracite, needed urgently for use in a carbon electrode-making process, is now being rushed by container from South Wales to Newcastle, New South Wales – itself a coal-producing area.

Associated Container Transportation is shipping 70 tons immediately to boost dwindling stocks in Australia and keep the vital process going until more supplies arrive.

Mined from the Onllwyn Colliery near Seven Sisters, the coal has been ordered by Broken Hill (Pty.) Ltd. The contract was placed through the British Anthracite Co. Ltd., Swansea.

£233 million orders in 1970

Exports of farm tractors and machinery reached an all-time record value of £233 million in 1970 – 1 per cent higher than the 1969 figure of £231.4 million, announces the Agricultural Engineers' Association.

The value of imports was £43.8 million – an increase of 15 per cent – but most of the tractor parts and accessories imported were re-exported in completed tractors.

Computer system for Norway

Norsk Jernwerk, Norway's largest iron and steel works, has ordered an ICL 1902A computer worth £260,000 for its installation at Mo I Rana, close to the Arctic Circle. The system, which will be used primarily on production control, consists of a 32K processor, six 20Kch tape decks, three EDS, a fast line printer, a card reader and paper tape reader. Delivery date for the 1902A is next October.

Major Pakistan contract

A contract for the design, supply and supervision of erection of Pakistan's first petrochemical complex has been awarded to Sim-Chem Ltd., Stockport. The Fauji Foundation, for whom the plant is being built, is investing approximately £32 million in the complex, which will be erected near Karachi.

The complex is based on petroleum naphtha and will produce the three most important materials for the plastics fabrication industry – polyethylene, PVC and polypropylene – ICI know-how being employed for all three processes.

Sim-Chem will be responsible for a chlorine/caustic soda plant, vinyl chloride monomer plant, PVC plant, polyethylene plant and a polypropylene plant, altogether producing 48,000 tons a year of the various plastics.

£500,000 first phase of 20-year plan

Plans for a new automatic internal telephone system for the Turks and Caicos Islands in the West Indies were announced recently by Cable and Wireless Ltd. The first phase of the new system, costing nearly £500,000, will begin immediately. It will involve the installation of a 300-line exchange on Grand Turk, a 100-line exchange on South Caicos, and a 12-channel VHF link between the two. Remote areas will be connected to main centres by radio links.

The expansion plan forms part of a 20-year agreement signed by the Government of Turks and Caicos Islands and Cables and Wireless Ltd.

£1.25 million orders in three weeks

During the first three weeks of 1971, Sperry received orders valued at approximately £1.25 million for Gyrofin ship stabilizers. The orders are for 16 passenger/vehicle and cruise ships, 11 Japanese and five European, under construction for the following owners: European Ferries Ltd., five ships; Nihon-Enkai, three ships; Meimon Ferries, two ships; Ocean Ferries, two ships; Fuji Ferries, two ships; Taiheyo-Enkai, two ships.

While the orders were obtained against world-wide competition, Gyrofin's unique feature, 'lift control', competitive price and delivery were deciding factors.

Computer facilities used

Computering facilities provided for the analysis of complex structures at the Kidsgrove, Staffs., bureau of Baric Computing Services Ltd. have been used recently by I/S Vestkraft, a leading Danish engineering company.

The main business of I/S Vestkraft is the generation and distribution of electric power in Denmark and the company made use of the facilities provided by Baric (owned jointly by International Computer Ltd. and Barclays Bank) for design calculations on various new pylons which it is developing to carry overhead power cables.

Business equipment record exports

Exports of business equipment rose to £219 million in 1970, a record increase of about 60 per cent on 1969's total of £127.25 million. This rise in exports was forecast by the Business Equipment Trade Association in April of last year when the first quarter's figures became known.

The 1970 total import figure stands at £250 million, but all of this excess is explained by an abnormally high import (£137 million) of office machine parts. This surge of parts is mainly due to the increase in the home demand for spares to convert imported machines to decimal currency. A contributory factor may also be the effect of distributors' stockpiling spares so as not to be caught by further docks and airport labour troubles.

Biggest boost to exports was in the machines section where an increase from the 1969 figure of £111 million to £196 million occurred. Of this, the export of computers was the greatest contributor with exports of £47 million, being more than double the corresponding import figure. Typewriters, on the other hand, virtually all manufactured abroad, have import and export figures of £15 million and £8 million respectively.

A good trend, too, is shown by the trade in non-machine items such as safes, office furniture, filing equipment and supplies. The import and export figures are £10.5 million and £23 million respectively. Exports of the same categories for 1969 were £16.33 million.

The British exports of business equipment now rival those of our more traditional 'top industries' – almost matching the estimated iron and steel exports of £250 million.

The Common Market is by far the best overseas customer, taking 48 per cent of total exports. The Commonwealth comes next with 21 per cent, followed by the United States at 16 per cent and EFTA at 15 per cent.

Second major Finnish contract

Wellman have received another large order from Finland, this time worth over £160,000. This order, for a roller hearth furnace, is the second major contract to be placed with Wellman Incandescent Furnace Co. Ltd., by the Ovako group. The furnace will be installed at Ovako's Imatra steelworks.

The contract follows a recent £200,000 order from Ovako for Wellman Incandescent equipment for bar hardening and tempering plant, including four roller hearth furnaces and associated mechanical handling equipment.

Two similar, but electrically heated, furnaces were recently exported by the Smethwick, Worcs., company to Russia under a contract from Associated Engineering Ltd., London.

With these and other recent successes in countries such as Yugoslavia, New Zealand, Argentina and Portugal, Wellman Incandescent now have a current export order book worth well over £3 million.

£34,000 order from Australia

A breakthrough into the expanding Australian door-closer market has been made by Yale Locks and Hardware, the British division of Eaton Yale and Towne Inc. – an order for 1,000 Yale Concorde door-closers from Glen Carr and Partners (Pty) Ltd., Sydney, worth £34,000. The firm is also stocking Yale's Kelvin range of aluminium door furniture for the first time.

Yale Locks and Hardware have their headquarters at Willenhall, Staffs., and a recently opened 115,000 sq. ft. factory at Livingston, Scotland.

Folding chairs for North America

Following a visit to the United States last autumn by Mr. Martin Brand, export director of Arkana Ltd., the Bath furniture company, an order has been received for over 700 Chelsea chairs for the University of Cincinatti and another for 400 from Cara Inns, the Canadian hotel group. The value of these orders is over £20,000.

Machine designed for Israel

A machine specially designed to utilize the 'Vaqua' wet blasting process for the fine peening and surface finishes of aircraft components, particularly spa booms, wing sections and air frame sections, has been built by Abrasive Developments Ltd., Henley-in-Arden. The machine has been supplied to Israel which, for the first time, is producing its own aircraft.

Recently an automatic plant was supplied to the Sikorsky helicopter plant in Connecticut.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

EUROPEAN COMMUNITIES

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L35, dated February 12, 1971, contains the text of **Regulation (CEE) No. 304/71** relating to the simplifying of the Community transit procedures for the transport of goods by rail.

Correction

Trade and Industry dated January 20, 1971 contained an announcement about **Regulation (CEE) No. 2662/70** concerning the extension of the period of validity specified by Article 15 of **Regulation (CEE) No. 542/69** which concerns the transit of goods within the Community. The *Journal Officiel des Communautés Européennes* No. L17, dated January 21, 1971, contains a correction to **Regulation (CEE) No. 2662/70.**

The French texts of the Regulations and the corrections referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

Common agricultural and fisheries policy

THE TEXTS of the following Regulations which affect the various agricultural and the fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts 7174/408).

FRUIT AND VEGETABLES

Regulation (CEE) No. 141/71 records a state of severe crisis in the cauliflower market (*Journal Officiel* No. L20, dated January 26, 1971).

SUGAR

Regulation (CEE) No. 152/71 modifies **Regulation (CEE) No. 750/68** establishing the general rules for compensation for storage charges in the sugar sector (*Journal Officiel* No. L22, dated January 28, 1971).

CEREALS AND RICE

Regulation (CEE) No. 154/71 modifies **Regulation (CEE) No. 1052/68** relating to the import and export system for processed products with a cereal or rice base (*Journal Officiel* No. L22, dated January 28, 1971).

FISHERIES

Regulation (CEE) No. 165/71 establishes, in the sector for fish products, the general rules relating to the granting of export refunds and the criteria for fixing their amount (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 166/71 fixes the common marketing standards for shrimps of the 'Crangon' sp. p. variety (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 167/71 fixes the guidance price for fish products listed in Annex I A and C of **Regulation (CEE) No. 2142/70** for the period February 1, 1971, to December 31, 1971 (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 168/71 fixes the guidance price for fish products listed in Annex II of **Regulation (CEE) No. 2142/70** for the period February 1, 1971, to December 31, 1971 (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 169/71 fixes the Community production price for tunny fish intended for the preserving industry for the period February 1, 1971, to December 31, 1971 (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 170/71 relates to the recognition of producer organizations in the fisheries sector (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 171/71 relates to the granting of, and the reimbursement for, aid given by Member States to producer organizations in the fisheries sector (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 172/71 establishes the general rules relating to the granting of a compensatory guarantee to producers for tunny fish intended for the preserving industry (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 173/71 establishes the general rules relating to determining the percentage of the guidance price which serves in calculating the withdrawal price for certain fish products (*Journal Officiel* No. L23, dated January 29, 1971).

Regulation (CEE) No. 212/71 applies, in the sector for fish products, **Regulation (CEE) No. 1041/67** establishing the methods of application for export refunds (*Journal Officiel* No. L25, dated February 1, 1971).

Regulation (CEE) No. 293/71 fixes the withdrawal price specified by Article 10 of **Regulation (CEE) No. 2142/70** for certain fish products (*Journal Officiel* No. L35, dated February 12, 1971).

PIGMEAT

Regulation (CEE) No. 289/71 concerns the methods of application for granting aid for private storage in the pigmeat sector (*Journal Officiel* No. L35, dated February 12, 1971).

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C9, dated February 2, 1971, contains an announcement about an application for clearance of an agreement, relating to the sale of whisky, between S. ar. l B.A.P. and White Horse Distillers Ltd. The agreement was modified in 1968 and renewed, with effect from April 1, 1969, between White Horse Distillers Ltd. and Corima SA of Paris.

Interested third parties are invited to submit their observations within one month from February 2, 1971, under Reference IV/10469, to the address given below.

The *Journal Officiel* No. C9 also contains an announcement about an application by The Distillers Co. Ltd. of Edinburgh, for

clearance of an agreement concluded by that company, or subsequently by its subsidiaries, on one hand, and by a certain number of suppliers in the Community, on the other.

Interested third parties are invited to submit their observations within one month from February 2, 1971, under Reference IV/26528, to

Commission des Communautés Européennes
Direction générale de la concurrence
Direction 'Ententes et Positions dominantes'
rue de la Loi, 200
B 1040 – Bruxelles
(Belgique)

Particulars of this notice may be obtained if required from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Common commercial policy

THE *Journal Officiel des Communautés Européennes* No. L28 dated February 4, 1971 contains the text of **Regulation (CEE) No. 234/71** removing certain products from the Annex of **Regulation (CEE) No. 2603/69** which establishes a common system applicable to Community exports.

Correction

Trade and Industry dated November 11, 1970 contained an announcement about **Regulation (CEE) No. 2172/70** extending to additional products the provisions of **Regulation (CEE) No. 109/70** which establishes a common system applicable to Community imports from State Trading countries.

The *Journal Officiel des Communautés Européennes* No. L17 dated January 21, 1971 contains a correction to **Regulation (CEE) No. 2172/70.**

The French texts of the Regulations and of the correction referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

FRANCE

Liberalization of imports

IN ACCORDANCE with EEC Regulation No. 2142/70 of October 20, 1970, the French *Journal Officiel* of February 6 announced the liberalization, with immediate effect, of the following goods previously subject to quantitative restrictions when imported into France and the French Overseas Departments of Reunion, Martinique, Guadeloupe and Guiana from all countries:

Tariff No.	Description
Ex 03.01	Fresh fish (live or dead) chilled or frozen excluding trout and carp
03.02	Fish, salted, in brine, dried or smoked
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, dried, salted or in brine; crustaceans, in shell, simply boiled in water
Ex 05.15	Animal products not elsewhere specified or included: dead animals of Chapter 1 or Chapter 3, unfit for human consumption:
A	Fish, crustaceans and molluscs
Ex 16.04	Prepared or preserved fish, including caviar and caviar substitutes, excluding preserved sardines and tunny
16.05	Crustaceans and molluscs, prepared or preserved
Ex 23.01	Flours and meals, of meat, offals, fish, crustaceans or molluscs, unfit for human consumption; greaves
B	Flours and meals of fish, crustaceans or molluscs

Imports of goods from third countries must still conform to the common standards of quality and specification as set out in EEC Regulations.

The present notice annuls the notice of April 2, 1968 and subsequent amendments governing minimum price procedure for imports of salt-water fish. The latest modification dated January 7, 1971 which appeared in *Trade and Industry* of January 27 (page 189), is therefore cancelled.

British exporters may address inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

AUSTRIA

Temporary reduction of import duty

THE AUSTRIAN GOVERNMENT has temporarily reduced the import duty on certain products. Goods affected cover a wide range of the Austrian tariff and inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460, 462).

Ban on imports of poultry

BECAUSE OF THE outbreak of Newcastle disease the Austrian government has banned until further notice the import from Great Britain (excluding Northern Ireland) of domestic and wild poultry, both live and dead, and also parts of these animals, including feathers, eggs and dung. The ban also applies to goods in transit through Austria, with the exception of day-old chicks.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 460/462).

PORTUGAL

Tariff exemptions and reductions

THE *Board of Trade Journal* of April 5, 1968, published details of a Portuguese Order in Council which eliminated, or reduced, on a temporary basis, the import duties on a wide range of tariff headings.

Portuguese *Diario do Governo* No. 301, First Series, of December 31, 1970, published Decree Law No. 670/70 which amended the Order in Council referred to above. The list of items exempt from duty has been expanded; that of 50 per cent reductions slightly amended

The previous Order in Council stipulated that certain industrial sectors were to be given exemption from import duties when importing specified equipment. This list has also been expanded. The present decree limits import duty exemption to those items whose duty would be calculated at 5,000 escudos or more.

The present decree stipulates that imports falling within specified headings, when imported by Portuguese watch and clock-makers for use exclusively in their industry, will be exempt from duty.

Products falling within tariff headings 91.09.03, 91.09.04 and 91.11 will now enter Portugal free of duty from EFTA sources.

Wrist watches falling within heading 9101 will now be subject to the normal Annex G timetable of reductions, currently 50 per cent of the m.f.n. rate.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext 460/459).

Government Publications

required by customers in the Midlands may be obtained quickly from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1971 were published in *Trade and Industry* on January 20. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications against quota Nos. 1 to 7 should be presented until March 4 and against quota Nos. 10, 11 and 13 to 20 until March 6: applications against quota No. 12 are invited from February 15.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
1	Hops	42,350,000
2	Meat preserves	42,592,000
3	Fruit preserves	42,592,000
4	Miscellaneous food products	8,651,500
5	Soups and soup preparations	15,972,000
6	Beer	19,541,500
7	Fish meal	254,753,400
10	Inorganic chemical products	33,275,000
11	Organic chemical products	26,620,000
12	Pharmaceutical specialities	133,100,000
13	Varnishes, inks, pigments and similar preparations	23,292,500
14	Perfumery, toilet and cosmetic preparations	13,310,000
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	69,877,500
16	Phenoplast and furane resins	29,947,500
17	Aminoplasts	19,965,000
18	Other condensation, polycondensation and polyaddition products	19,965,000
19	Styrene and derivatives products (polymerization)	9,982,500
20	Polyvinil chloride	19,965,000

The Spanish authorities have also invited applications from Spanish importers, merchants and industrialists against the following quotas for the first half of 1971. Applications must be presented by March 6.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
21	Other polymerization and copolymerization products	36,602,500
22	Manufactures of artificial plastic materials, of cellulose esters nad of artificial resins	29,947,500
23	Non liberalized wood manufactures	8,984,250
24	Miscellaneous textile fibres	7,320,500
25	Yarns of miscellaneous textile fibres	10,980,750
26	Coconut yarns	29,947,500
27	Fabrics of miscellaneous textile fibres	50,977,300
28	Tulle, lace, velvet and knitted goods	11,646,250
29	Special fabrics	10,548,175
30	Carpets and rugs	4,991,250
31	Ready-made clothing	13,310,000
32	Other textile manufactures	8,318,750

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 460/462).

Import restrictions: day-old breeding chicks

THE SPANISH Ministry of Agriculture has announced that day-old chicks (tariff heading 01.05.A.3.a) for importation into Spain must not have been vaccinated against Marek's disease or any other similar disease affecting poultry. Official veterinary certificates to this effect must accompany each consignment.

Inquiries from British exporters about this notice should be addressed to MAFF (Export Section), Animal Health Division, Hook Rise South, Tolworth, Surrey (Tel. 01-337 6611).

TURKEY

Global import quotas and liberalization lists

AS REFERRED to in a *Trade and Industry* notice on January 20, the 1971 Turkish global quotas and liberalization lists, covering the whole year, are now available.

Copies are obtainable from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ISRAEL

Import of television sets

AN ORDER in respect of television receiving sets has been issued by the Israeli authorities to the effect that import permits will not be granted unless the supplier or his exclusive agent gives a guarantee that he will undertake maintenance of the set and supply spare parts. The body of the receiving set shall be clearly marked to this effect.

Inquiries from British exporters about further details of this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SAUDI ARABIA

Import regulations

THE FOLLOWING notice appeared on January 27 in the Saudi Arabian newspaper *Al Bilad*:

'The Ministry of Commerce and Industry announces to the public that the Commercial Agencies Ordinance issued under Royal Decree No. 11 of 20-2-1382 defined the practice of commercial agencies in the kingdom, and limited them to Saudi citizens only.

'The Ministry has observed that some foodstuffs on sale in the market are labelled with the name of a non-Saudi agent, sometimes described as the agent for the Middle East.

'Since this is considered contrary to the Commercial Agencies Ordinance, the Ministry informs importers and retailers that it will take the appropriate measures to ban the import of any products not conforming with the Ordinance, and the customs authorities

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will not release any consignment not conforming with the Ordinance.

'The Ministry hopes that the merchants will comply with the Ordinance and will not make themselves liable to any penalties prescribed under the Ordinance. Needless to say these regulations are only drawn up for the protection and encouragement of merchants. Therefore the Ministry of Commerce and Industry hopes that all merchants will co-operate with the Ministry and apply this regulation.'

There will be no period of grace before action is taken on this notice. However, any goods contravening its terms but shipped before the date of publication will be allowed into Saudi Arabia.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

MALAGASY REPUBLIC

Import tax modifications

IMPORT TAXES have been modified in the Malagasy Republic on the following products:

Chocolate and preparations with a cocoa base: 30 per cent
Wines, 14 F M G a litre
Soaps including medicated soap: 25 per cent
Hulling and pulping machines for coffee: 3 per cent
Boats weighing 250 tons or less used for transporting merchandise or equipped for fishing: exemption.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HC (Tel. 01-248 5757, Ext. 471/2/3).

Consumption tax modifications

THE MALAGASY REPUBLIC consumption tax has been modified on the following items:

Certain drinks prepared with plants or aromatic extracts 50 per cent
Paints prepared with animal oils: 5 per cent
Fabrics of synthetic or artificial fibres: 5 per cent
Articles in Chapter 64 of the tariff: 5 per cent

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HC (Tel. 01-248 5757, Ext. 471/2/3).

CONGO (KINSHASA)

Fiscal and consumption tax modifications

ORDINANCE No. 70/091 of December 23, issued in Congo (Kinshasa), amends the rate of consumption tax on beers, alcohols, alcoholic drinks, manufactured tobaccos, and certain mineral oils and increases the fiscal taxes on imported beer. This ordinance came into force on January 1, 1971.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

TANZANIA

Import prohibition of cyclamates

GOVERNMENT NOTICE No. 22 of 1971, published in the Republic of Tanzania *Official Gazette* of February 5 reads as follows:

1. These Regulations may be cited as the Food and Drugs (Prohibition of Importation of Cyclamates) Regulations, 1971.

2. No person shall import or cause to be imported into Tanganyika any article of food containing cyclamates or any cyclamate salt (such as calcium, magnesium, sodium, or potassium cyclamates) with the intention of its being used in the preparation of soft drinks or any other article of food.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

UPPER VOLTA

New tariff

THE UPPER VOLTA has issued a new tariff which announces various changes (including changes in taxes).

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HC (Tel. 01-248 5757, Ext. 471/2/3).

ZAMBIA

Customs tariff amendment

THE CUSTOMS and Excise (Amendment) Act, 1971, published in Bill form in the *Zambia Gazette* of January 29, amends, with effect from January 30, the First Schedule to the Zambia Customs Tariff. The list of items to be amended is too lengthy to be reproduced here, but they fall broadly within the following headings:

Coffee; beverages and spirits; pigments in paint or enamel media; rubber solutions and dispersions; furskins and artificial fur; tulle and net fabrics; felt; human hair, etc.; jewellery; aircraft engines and parts; mowers, etc.; weaving looms; knitting machine needles; machinery for washing, etc.; sewing machine needles; transmission shafts, etc.; monobuilt lorries, trucks and vans; road sweeper lorries; semi-trailers; aircraft, etc.; gramophone records, etc.; powder puffs; paintings, engravings, sculptures and antiques.

These changes are being published in full by the new computerized Export Intelligence Service, and information is also available from tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

(*Continued on next page*)

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ZAMBIA, *continued*

Suspension of duties

THE ZAMBIA Customs and Excise (Suspension) (Amendment) and (Amendment) (No. 2) Regulations, 1971, amend, with effect from January 30 and January 1 respectively, the Schedule to the Customs and Excise (Suspension) Regulations, 1970, published in the *Board of Trade Journal* of February 25, 1970, page 560) to the following extent:

Amendment

(a) by the deletion of the following:

Heading No.	Description of Goods	Effective Rate of Duty
84.63.20	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches, and shaft couplings: for use in motor vehicles or motor cycles	10%

(b) by the insertion of the following under the appropriate headings as indicated:

Heading No.	Description of Goods	Effective Rate of Duty
Ex 70.20.90	Glass fibre (including wool) for lagging	Free
87.14.14	Other	Free
87.14.42	Other	10%
Ex 92.12.91	Magnetic tape and disc for use on computers	Free
Ex 92.12.92	Magnetic tape and disc for use on computers	Free
Ex 98.08.00	Computer ribbons	Free

Amendment (No. 2)

By the deletion of the following:

Heading No.	Description of Goods	Effective Rate of Duty
84.20.90	Other weighing machinery (excluding balances of a sensitivity of 5cg or better), including weight operated counting and checking machines	Free
Ex 85.12.29	Articles and parts thereof, calibrated in metric units: when imported for purposes of conversion to the metric system of weights and measures, and as may be approved by the Controller	Free
87.14.27	Semi-trailers	Free

and the substitution therefor of the following:

Heading No.	Description of Goods	Effective Rate of Duty
	Other weighing machinery (excluding balances of a sensitivity of 5cg or better), including weight-operated counting and checking machines	
84.20.91	Machines	Free
84.20.99	Parts and weights therefor	Free
Ex 85.12.24	Articles calibrated in metric units: when imported for purposes of conversion to the metric system of weights and measures, and as may be approved by the Controller	Free
Ex 85.12.29	Parts of articles calibrated in metric units: when imported for purposes of conversion to the metric system of weights and measures, and as may be approved by the Controller	Free
87.14.41	Semi-trailers	Free
Ex 87.14.49	Parts of semi-trailers	Free

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SENEGAL

Supplementary global quotas

IT HAS been announced that the following supplementary global quotas have been made available for imports into Senegal for the first quarter of 1971. The closing date for applications by Senegalese importers was February 4, 1971 for all items.

Brussels Nomenclature	Description of item	Amount of quota (in French Fcs)
Chap. 04.01 to 04.04	Milk products	107,013.72
Chap. 22-03	Beer	1,936.20
Chap. 22	Drinks other than whisky and gin	48,611.76
Chap. 17 except 17-01, 18 and 19	Sugar confectionery, cocoa and cocoa preparations, cereal preparations	188,555.57
Chap. 17-01	Sugar	196,980.51
Chap. 07-01	Onions	150,000.00
Chap. 09	Tea (green)	698,161.09
Chap. 07-01 E	Potatoes	25,000.00
Chap. 01, 02, 03, 04, 06, 07, 08, 09, 11, 12, 15, 16, 20, 21	Living animals, meat, edible offal, fish and shell fish, eggs and honey, vegetables, flowers, plants, tubers, fruits, etc. mate, spices, cereals, other than flour, oilseeds and oleiginous fruit, nuts, animal and vegetable fat, oil except palm groundnut oil, preparations of meat, manufactured food	1,790,976.86
Chap. 24-01	Tobaccos (raw)	271,034,35
Chap. 24-02	Cigarettes	223,800.26
Chap. 22-09	Whisky and gin	16,631.46
Chap. 30, 32-05, 38-11	Pharmaceutical products, colouring materials, insecticides	54,175.86
Chap. 25 except 01 and 23, 26, 27-01, 02 and 04, 27-03, 27-05 to 08, 27-17 73 except 73-38, 74 to 81	Various mineral products including sulphur, oils, iron and steel products, metallurgical minerals	404,004.65
Chap. 39	Plastic materials	139,976.84
Chap. 28, 29, 31 except 31-05, 33-34, 35, 36 except 36-06 37 except 37-04, 06 and 07, 38, except 38-11	Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic material	571,479.93
Chap. 55, 56	Printed cotton, printed synthetic	1,077,595.15
Chap. 56 and others	Unprinted synthetic fabrics	1,632,867.42
Chap. 57-10	Jute sacks and materials	2,066,515.65
Chap. 60, 61, 63	Knitted goods, crocheted goods clothing and accessories	225,668.02
Chap. 73, 38, 82, 83, 83-07 A	Household articles and miscellaneous articles of base metals and storm lanterns	84,520.10
Chap. 82	Tools and cutlery	232,108.93
Chap. 91	Watches and clocks	35,565.68
Chap. 84-15	Refrigerators	178,881.48
Chap. 84-12	Air conditioners	43,935.60
Chap. 85-15	Domestic radio apparatus	435,950.79
Chap. 84-41, 51, 52, 54 except 84-10 and 11, ex 84-17, to 22 ex 24-28, 30, 32,37,38 and 61 85-06 07, 10 and 12 ex 85-01 to 04, ex 85-05 ex 85-09, 08 ex 85-11 to 14 ex 85-17 to 28, 90-01 to 08, 90-07 to 10, ex 90-13, 14, 16, 17, 19,21, 23, 24, 25, 26, 27, 28, 29	Office equipment electrical consumer goods, photographic and cinematographic equipment, other goods in Chapter 84	905,473.15
Chap. 48, 48-01, 48-21	Paper and paperboard and articles of paper and cartons	3,750,767.82
Chap. 42, 44, 53, 58, 59, except 59-05 A, except 62-01 B, 62-03, 64, 65 and 66, 68, except 69, 10-12, 69-11 and 71, 92, 94-01, 03 and 04, 96, 97, 98	Leather and paper goods, synthetic yarn, wool, cotton carpets, fishing nets, twine, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous manufactured articles	2,073,730.84

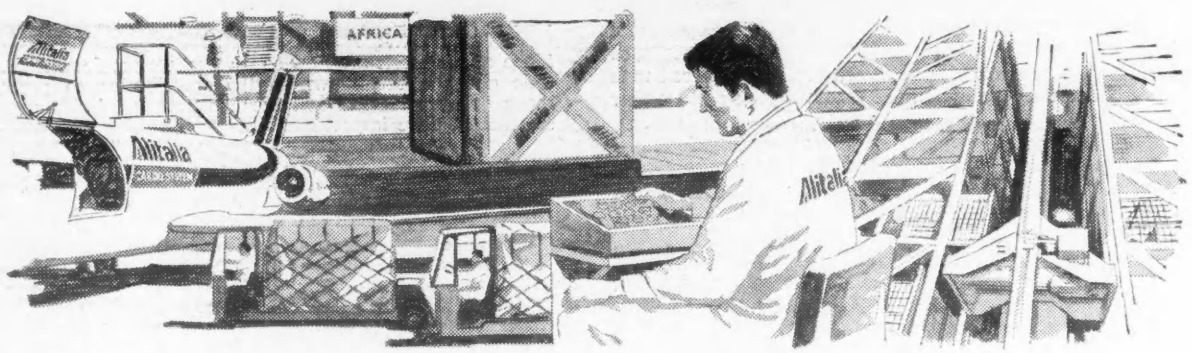
Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

GOODS IN TRANSIT DON'T MAKE MONEY.

Alitalia's computerised all-freight service gets the goods to Africa in a hurry.



Goods sitting on the ground make money for no one.

Not for you. Not for us.

Which is why we've installed ultra-modern cargo terminals in London and Rome; why we're planning them for other main centres.

They enable us to have your goods checked and ready to fly within the hour.

Or transferred 'plane-to-'plane within the hour.

And we can do it at the rate of 500 tons every day.

Of course, all our speed on the ground would get your goods nowhere fast without 'planes capable of flying them anywhere fast.

For Africa, we use DC-8/62Fs. capable of carrying 40 tons of cargo on thirteen international pallets 88″ x 125″. Or eleven 88″ x 125″ and four 88″ x 53″ pallets.

Every week, they fly from London* via Rome to Nairobi, Lusaka and Johannesburg.

But that isn't all the cargo we carry. Or all the places we carry it to.

Our mixed cargo/passenger flights drop in on 22 African cities altogether.

They can each carry four to six tons of cargo.

And like all Alitalia services, they deliver the goods fast.

Africa all-cargo services to:

Benghazi.	Lusaka.	Tripoli.
Johannesburg.	Nairobi.	Tunis.

African passenger/cargo services to:

Abidjan.	Casablanca.	Kinshasa.
Accra.	Dakar.	Lagos.
Addis Ababa.	Dar Es Salaam.	Lusaka.
Algiers.	Douala.	Mogadishu.
Asmara.	Entebbe/Kampala.	Nairobi.
Benghazi.	Johannesburg.	Tananarive.
Cairo.	Khartoum.	Tripoli.
		Tunis.

Call your forwarding agent or Alitalia in London, Birmingham, Manchester, Glasgow or Dublin.

*London-Rome sector operated by DC9/30Fs with through pallets.

Alitalia
CARGO SYSTEM

LONRHO

Extracts from REVIEW OF OPERATIONS

TURNOVER:	**£184,000,000**
PROFITS:	**£16,257,000**
DIVIDENDS:	**UP 25%**
EARNINGS PER SHARE:	**UP 46%**
ASSETS:	**£198,000,000**

Your group has continued to grow and the pre-tax profits for our last financial year (which ended 30th September, 1970) rose to £16,257,000 on a turnover which increased to £184,000,000. Assets are £198,000,000 compared with £172,000,000 at the end of the previous year and we now have over 100,000 employees working in 29 countries.

More important, our net profit after taxation and minority interests rose by no less than 46 per cent to a total of £7,325,000, thereby increasing our earnings per share from 10 to 14 pence.

As we have entered a new decade, it is perhaps interesting to compare the group's performance in 1970 with that of 1961. In that year group profit before taxation and minority interests was £158,000 against £16,257,000 in 1970. In respect of total assets the comparable position was £3,451,000 in 1961 and £198,000,000 in 1970. In 1961 earnings per share amounted to the equivalent of 0.7 pence (1.7d); now it is 14 pence (35d), and dividends payable this year amount to £3,128,000 against £125,000 ten years ago.

ACTIVITIES

Since our interests are now so diverse, we are for the first time giving a breakdown of the contribution to profits made by our principal activities, so that shareholders can see their relative importance.

Activity	Profit £	% of Total Profit
Mining and Finance	4,691,000	29
Shipping	868,000	5
Motors	3,058,000	19
Textiles	1,526,000	9
Wine, Spirits and Beer	641,000	4
General Trading	1,417,000	9
Printing and Publishing	616,000	4
Sugar	2,012,000	12
Other Agricultural	525,000	3
Sundry	903,000	6
	16,257,000	100

Ten year financial record

Year ended 30th September	Net Profit before Taxation	Net Profit after Taxation and Minorities	Cost of Dividend	Fixed Assets	Net Current Assets and Investments	Net earnings per Ordinary Share*
	£'000s	£'000s	£'000s	£'000s	£'000s	
1961	158	114	77	1,070	1,432	0.72p
1962	469	221	126	1,330	1,881	1.40p
1963	502	239	161	2,177	1,800	1.45p
1964	1,033	256	161	7,142	3,151	1.55p
1965	1,823	601	189	10,699	2,466	3.65p
1966	3,056	1,220	384	14,313	1,533	7.41p
1967	3,598	1,446	812	19,106	825	6.50p
1968	7,169	2,635	1,424	43,979	5,994	7.78p
1969	14,438	5,010	2,483	87,281	17,927	10.20p
1970	16,257	7,325	3,128	97,047	20,734	14.64p

*Adjusted for scrip issues

ANNUAL GENERAL MEETING 18th MARCH

Chartered Insurance Institute, London, E.C.2.

Attention is particularly drawn to the fact that because of the postal strike it may not be possible to hold the annual meeting on 18th March. Full publicity will be given to the revised date if necessary. Copies of the report and accounts can be obtained from the following:

The Secretary, Lonrho Ltd., Cheapside House (6th Floor), London, E.C.2.
The Secretary, John Holt & Co. (Liverpool) Ltd., India Buildings, Liverpool.
The Secretary, The Watergate Steam Shipping Co. Ltd., Watergate Buildings, Newcastle-upon-Tyne.

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

WANTED FOR CASH—Surplus Stocks of Ladies' and Children's Wear and FANCY GOODS. — Please contact UNITEX GROUP, 35 Bloomsbury Way, London, W.C.1. Telephone 405 5564, Mr. Viner.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE FOLLOWING changes appeared in the South African *Government Gazette* No. 2981 of January 29.

R99: The suspended duty in operation in respect of spirits obtained by the distillation of any sugar cane product is increased from 45 c per gal. of absolute alcohol to 133 c per gal. of absolute alcohol.

R100: Provision is made for a rebate of the full duty less 1.687 c per gal. of absolute alcohol on cane spirits entered for use in the manufacture of gin, in such quantities and at such times as the Secretary for Agricultural Economics and Marketing may allow by specific permit.

Inquiries from Britsh Exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

NEW ZEALAND

Emergency Protection Authority report

COPIES OF THE following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
73.11.11 to 73.11.49	Certain cold-formed angles, shapes and sections of iron or steel

MEXICO

Import licensing amendments

IMPORT INTO MEXICO of the following goods has been made subject to licence until the dates indicated:

Tariff No.	Description
Until January 24, 1972	
29.23 A 002	Diethanolamine
Until January 28, 1972	
29.23 D 027	Tetrasodic ethylenediamine tetraacetate
85.19 B 005	Cartridge fuses
Until January 29, 1972	
34.02 A 023	Aqueous dispersion of stearyl dimethyl benzyl ammonium chloride, containing isopropanol

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312).

VENEZUELA

Importation of animal foodstuffs

A NEW LAW dated February 2 requires that animal foodstuffs (Tariff No. 081-09: Food wastes and prepared animal feed, not elsewhere stated) can only be imported into Venezuela when mixed with vegetable fast colouring. This colouring must be completely different from the colouring of powdered milk.

British exporters should address any inquiries they may have about this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312).

Importation of certain chemical products

THE VENEZUELAN Ministry of Agriculture and Livestock's National Office for Plant Health has issued a notice requiring local companies which import fertilizers, pesticides in general, concentrated feeds, food raw materials and animal nutrition supplements, to obtain a prior import licence from the National Office of Plant Health. The note also states that the products referred to will be inspected by officers from the National Office of Plant Health on arrival at a Venezuelan port.

British exporters should address any inquiries they may have about this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476, 7312).

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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Telephone. MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
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HONDURAS

Import control

A NOTICE published in *Trade and Industry* on February 3, reported the introduction on December 31, 1970 of Decree No. 97, giving the Government of Honduras wide powers to deal with the country's deteriorating economic position and the balance of payments deficit with the other members of the Central American Common Market. The notice mentioned, *inter alia*, that certain unspecified import controls were to be implemented but details were not available at the time.

HM Embassy in Tegucigalpa now report the issue, by the Honduran Ministry of Economy and Finance, of a long directive (Acuerdo No. 23) signed by the Minister of Economy and Finance and the President and published in *La Gaceta* on January 16. The directive came into force on the date of its publication.

Only those goods included in a list annexed to the directive may now be imported on credit terms, with prior authorization from the Central Bank of Honduras. Prior authorization from the Central Bank is also needed for a number of specified goods imported on a cash basis.

In all cases proof of payment in cash, or details of the terms of payment with the relevant authorization from the Central Bank must be presented by the importer to the customs authorities before the goods can be cleared through customs.

An unofficial translation of Acuerdo No. 23 may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312). British exporters requiring details of the goods which may be imported on credit terms and of goods which need prior authority when imported on a cash basis should specify the products in which they are interested.

UNITED STATES

Motor vehicle safety—Standard 208

THE UNITED STATES National Highway Traffic Administation has issued an advance notice for motor vehicle manufacturers which outlines the main requirements of Standard 208 for occupant crash protection. This will apply to passenger cars with effect from January 1, 1972.

Further details about this notice are available from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. F.R. 10.2.71.

Labelling and advertising for detergents

THE UNITED STATES Federal Trade Commission has proposed a trade regulation rule requiring manufacturers of detergents to list all ingredients on packages and to disclose clearly that their phosphate-containing products contribute to water pollution.

A public hearing will be held on April 26 and 27, 1971 in R532, of the FTC Building, Washington D.C. Interested persons may submit written comments to the Assistant Director for Industry Guidance, Bureau of Consumer Protection, Federal Trade Commission, Washington D.C. 20580, not later than April 19, 1971 (Ref. FTC Release 25.1.71.)

Further details may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, SW1. (Tel. 01-222 7877, Ext. 2397).

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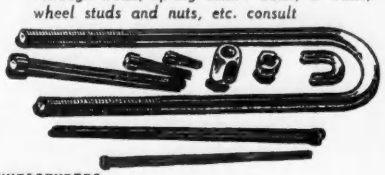
Commercial Vehicles and Agricultural Machinery

Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult



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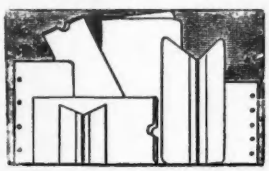

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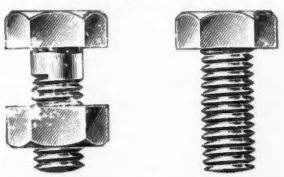

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If on some rare occasion something gets held up you notice us, but generally speaking we're one of the less hectic sides of your life. We just cope with all the administrative drudgery, and help you where we can.

It might be simpler to send someone else to The Fair, but then you take exporting seriously and so do we.

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